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Services and Supplies

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Available in 46 models
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 from ½-ton to Six-
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(INCORPORATED)

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THIS new heavy-hauling Mack Model LM is equipped with the famous Mack Thermodyne Engine, the powerful engine with increased thermal and mechanical efficiency for economical operation.

Also noteworthy on this new Mack is the bigger, more comfortable cab with opening windshield. Write for complete information. . . . Remember, Mack has the right model for every trucking need—whether you want a 1-ton Light Mack for light deliveries—or a 45-tonner for use in strip mining! *It's the world's completest truckline.*

MACK TRUCKS, Inc., NEW YORK, N. Y.

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THE MOST COMPLETE LINE OF TRUCKS IN THE
WORLD • 1 TO 45 TONS AND ALL "HEAVY DUTY"

Help Wanted!

CHIEF EXECUTIVE. To head largest business and industrial organization in the world. Must have exceptional record of successful organization, management and financial control of large and small enterprises. A budget balancer required who has shown his ability to earn a profit for his employers, to reduce costs and prices and expand income. Must have first hand knowledge of modern industrial production control methods and ability to handle great numbers of men of all stations and nationalities. Ability to formulate objectives and to unite the efforts of all under him to attain them in the shortest possible time essential. Man who has worked with his hands and come up through the ranks preferred. No theorist or visionary need apply.



WELL MISTER, HERE'S YOUR MAN!



Boston Pier to Warehouse Charges Abolished

Richard Parkhurst, vice-chairman and secretary of the Boston Port Authority, who was the guest speaker at the regular luncheon meeting of the Massachusetts Warehousemen's Assn., held July 16 at the Exchange Club, Boston, noted an important victory that had just been achieved by the Boston Port Authority, namely, that the charges hitherto levied by the railroads on storage-in-transit goods transported from steamship piers to warehouses had been abolished.

By agreement of the 3 railroads serving the port and with approval of the Traffic Executives Assn., Eastern territory, such freight handled in the future will be handled without cost to the receiver. A charge of \$6.93 per carload had been assessed.

The Port Authority began its fight on this issue more than 3 yrs. ago, basing its action on the fact that at other North Atlantic ports there was no charge made on this class of business, and that this put Boston at a disadvantage, particularly since the steamers with freight likely to be affected called there before going to New York.

Much business lost to Boston under the former arrangement is now likely to come there. For the first time, said Mr. Parkhurst, Boston is now in a favorable position to compete with Southern ports for traffic of this type. The ports of Portland, Me., and New London, Conn., will also benefit by the change.—*Wellington*.

Unloading Rates Raised

On July 22, the San Francisco Car Unloading Conference put into effect new car unloading rates (car to dock) on the following articles: magnesium carbonate, from 60 cents per 2,000 lbs., to 75 cents; antimony lead, in sacks, 35 cents to 45 cents; and on manure, from 50 cents to 65 cents.—*Gidlow*.

Mayflower Convention in St. Louis, Feb. 5 to 8

The 10th annual convention of the Mayflower Warehousemen's Assn. will be held Feb. 5 to 8 in St. Louis, Mo. The hotel selection will be made at a later date.

British Canned Milk Purchases Cut

British purchases of U. S. evaporated milk, according to the *Chicago Journal of Commerce*, are less than one-half of the 1,500,000 cases originally sought. Failure to contract for the purchase of the full amount was said to be due to the British authorities stipulating July delivery, with the milk canners unable to accept such early delivery because of purchases by the Federal Surplus Commodity Corp.

It is understood that the leading milk canners have advised the British purchasing officials that they can easily supply the full 1,500,000 cases if they will accept August and September deliveries.

The evaporated milk buying already done by the British has been on the basis of f.o.b., New York, with the shippers controlling routings to that port.

Not more than 1,000 cases of evaporated milk can be loaded in a 40-ft. car. As a result, the British order in full would require 1,500 carloads.

The Federal Surplus Commodity Corp. also recently contracted for 1,500,000 cases for relief distribution next Fall and Winter. It is stated that the corporation has indicated that it will extend the delivery dates on this purchase so as to enable the canners to accept early delivery orders from the British. It is also understood that the Red Cross is making extensive purchases of evaporated milk through the Federal Surplus Commodity Corp.

Convention Dates

Aug. 21-24—13th Annual Convention, National Food Distributors' Assn., Hotel Sherman, Chicago.

Aug. 23-25—Regional Meeting, Merchandise and Household Goods Warehousemen from Indiana, Illinois, Ohio, Michigan, Wisconsin, Spink Wawassee Hotel, Wawassee, Ind.

Sept. 6-8—Summer Meeting, Minnesota-Northwest Warehousemen's Assn., Pine Beach Hotel, Gull Lake, Brainard, Minn.

Sept. 8-10—Convention, Pacific Coast Assn. of Port Authorities, Long Beach, Cal.

Sept. 11-14—Annual Convention, American Association of Port Authorities, Long Beach, Cal.

Oct. 7-8—12th Boston Conference on Distribution, Hotel Statler, Boston.

Oct. 9-10-11—Semi-Annual Convention, Southwest Warehouse & Transfermen's Assn., Adolphus Hotel, Dallas.

Oct. 14-16—14th Annual Convention, Clover Farms Stores Organization, Hotel Carter, Cleveland, Ohio.

Nov. 10-14—Annual Meeting, American Trucking Assn., Inc., Los Angeles.

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Feb. 5-8—10th Annual Convention, Mayflower Warehousemen's Assn., St. Louis, Mo. Hotel to be selected later.

Feb. 11-14—Golden Jubilee Meeting, American Warehousemen's Assn., Edgewater Beach Hotel, Chicago.

April 29-May 1—29th Annual Convention, Chamber of Commerce of the United States, Washington, D. C.

May—First Tuesday—Annual Meeting, California State Council of The American Institute of Traffic Management, San Francisco.

May 8-10—Annual Convention, Texas Motor Transportation Assn., Dallas, Tex.

Lard Purchases by Britain

It is stated that when the British purchasing authorities placed an order in the United States for approximately 20,000,000 lbs. of lard, they also contracted to purchase in Canada approximately 1,000 tons of this commodity. Leading factors in the United States indicate that no further British lard purchasing will be made before mid-August.

\$400,000 Defense Orders from Phila. Firms

Defense equipment orders totaling more than \$400,000 have been placed in Philadelphia. The largest award, amounting to \$265,280, was made to the Midvale Company, Baldwin Locomotive Works subsidiary, for steel forgings and other products to be used by the Army and Navy. The Budd Wheel Co. received a \$15,636 Navy contract for fuse plugs and the Doehler Die Casting Co., a \$15,000 order for miniature bombs. Electric Storage Battery Co. and the Willard Storage Battery Co. obtained orders involving \$92,522 and the Philco Corp. received an award of \$15,578 for storage batteries.

U. S. Export Embargo Causes Confusion

The President's proclamation of July 2, prohibiting exportation of various commodities without State Department license, has caused some confusion by reason of its immediate application as well as misunderstanding of just what was covered. The proclamation covers several pages, which it is impossible to reproduce here, but the salient points are as follows:

In addition to the list of war material defined in the proclamation of May 1, 1937, and regulations contained in the State Department pamphlet "International Traffic in Arms," 7th edition, it covers:

Basic Materials	Chemicals
Aluminum	Ammonia & Ammonium
Antimony	Compounds
Asbestos	Chlorine
Chromium	Dimethylaniline
Cotton Linters	Diphenylamine
Flax	Nitric Acid
Graphite	Nitrates
Hides	Nitrocellulose, having a nitrogen content of less than 12%
Industrial Diamonds	Soda Lime
Manganese	Sodium acetate, anhydrous
Magnesium	Strontium Chemicals
Manila Fiber	Sulphuric Acid, fuming
Mercury	
Mica	
Molybdenum	
Optical Glass	
Platinum Group Metals	
Quartz Crystals	
Quinine	
Rubber	
Silk	
Tin	
Toluol	
Tungsten	
Vanadium	
Wool	

The proclamation contains definitions of the above, allowable percentages, etc. Those who are concerned or must obtain license applications, should write the Secretary of State, Washington, D. C. Licenses are good for shipment within one year, although subject to revocation without notice.

San Francisco Warehouses Query Army on Storage

Warehouse operators in San Francisco have been sounding out Army officials concerning the probability of local public warehouse facilities being used for storage of surplus supplies in connection with war preparedness. Commodities with which it was thought the Army might be planning to accumulate reserves, included rubber, tin and similar war materials not produced in the United States.

Thus far, however, Army men have not indicated whether they are preparing to avail themselves of the offer of the public warehouse operators. Warehouse leaders believe that the reason for this is that preparedness plans are not yet sufficiently far advanced to make co-operation of the public warehouses necessary as yet.

In San Francisco, the Army Quartermaster's department has space for the accommodation of some supplies, but not for any great emergency quantities. Warehouse operators believe that if any abnormal amounts of war materials were accumulated as reserve, that public warehouse space would be required.

Meanwhile, all normal stocks are up in San Francisco public warehouses. Henry F. Hiller, president, California Warehousemen's Assn., and S. M. Haslett, Jr., its vice-president, would not hazard an opinion as to whether the increase in stocks was due to war conditions, or whether the current situation had made any discernable changes in the amount or kind of business being done in San Francisco warehouse circles. "There is a lot of talk about what the war has done or may do to us," says Mr. Hiller, "but speaking personally, I can't see either that we have benefited, or otherwise. In the long run, I think we shall suffer."

W. L. Montgomery, who heads the Foreign Trade Division of the San Francisco Chamber of Commerce, sees a considerable backing up for domestic absorption of California fresh and dried fruits, canned goods, and citrus products, due to the cessation of European and United Kingdom buying.

Last year's pack of fresh and dried fruits was planned for a normal market, with no anticipation of what the war has since done to California markets abroad, so that there is a considerable carry-over. Under normal conditions, 25 to 50 per cent of these crops was exported. What small proportion of this may have been absorbed by the domestic market, has not been calculated, but it is known that large quantities of canned and dried fruits are being held in the warehouses, mostly the canners' own warehouses. It is anticipated that this year's pack will be lighter, although there is a large peach crop now coming along. The apricot crop and the spinach crop were small. Nevertheless, it is anticipated that in these commodities, there will be considerable congestion.

This is also true of citrus fruits, since the United Kingdom, California's big customer for these crops, has ceased buying, with no consequent backing up for home consumption.—Gidlow.

Baltimore Rail Rate Advantage Possible

A rail-rate advantage of Baltimore, Md., will be restored if a report on rates involving Mobile, Ala., and the Baltimore Insular Line is approved, according to shipping and transportation interests of Baltimore. The U. S. Maritime Commission now has the report under study. John A. Russell, an examiner for the Commission, recommends in a report that the practice of the Insular Line and 3 other steamship lines running to Puerto Rico be found "unjust and unreasonable, unduly prejudicial to certain ports and shipping interests."

According to Baltimore port and shipping interests, Mobile had charged that the 4 lines were equalizing through-rates from origin to destination of freight by way of certain ports. According to the charges of the city of Mobile, this was done by shrinking established ocean rates in varying amounts, dependent upon differentials in line-haul rates of inland carriers. It was found by Mr. Russell, the examiner, in this case, that schedules publishing such shrinkages, do not conform to requirements of Section 2 of the Intercoastal Shipping Act of 1933, and that other unlawfulness also results.

It has been revealed that the 4 lines involved have been accepting cargo in New York and cutting the ocean freight rates enough to absorb the higher rail rates. The report asks that the practice be canceled immediately. It was added that the business which has gone to New York, rather than to Baltimore with its lower rail rates, will be returned to the port of Baltimore.—Ignace.

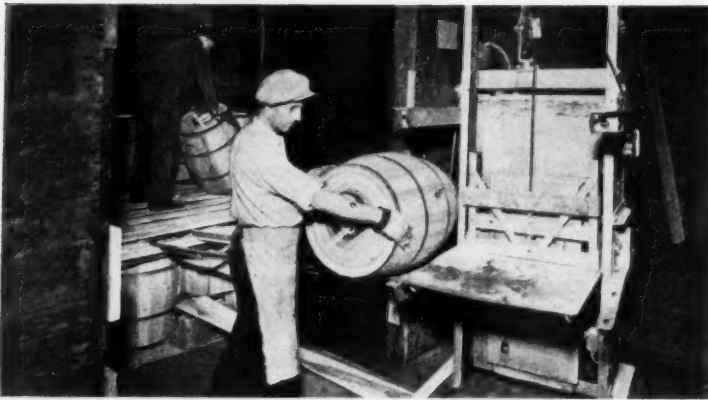
Traders Warehouse, Philadelphia, Leases to U. S. Marine Corps

The Traders Warehouse, Philadelphia, has leased, as of Aug. 1, a considerable portion of its space, and on Sept. 1 will lease all of its space, including the entire main building of 8 stories and 2 adjacent structures, to the U. S. Marine Corps. The space will be used for the storage of the latter's equipment, other than arms and munitions.

G. G. Pierie, Jr., president of Traders, says that the concern has discontinued storing merchandise, but has made satisfactory and acceptable arrangements with customers for the transfer of their merchandise.

The total leased space is close to 135,000 sq. ft.—Lansing.

How Spot Stocks Facilitate Wyandotte Nation-Wide Distribution

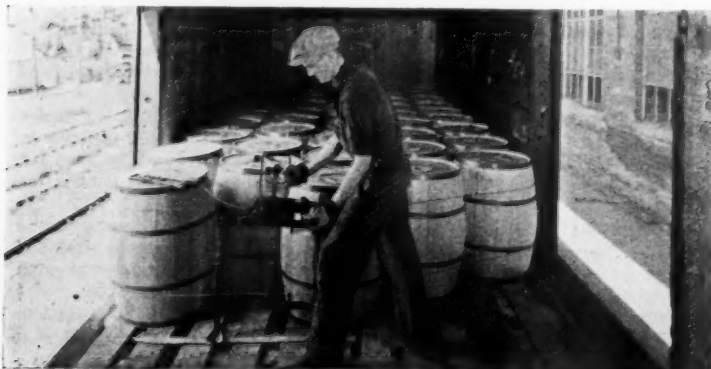


Electric lift trucks are used in loading Wyandotte products. Here shipping is speeded by loading through one car into another.



Loading a "Stop-in-transit" car. Double dunnage or wood strips are used between the upper and lower tiers of barrels, while the bulkhead or gate is securely braced against the car side so that when a part of the upper tier is removed, the remainder of the load will ride safely to its destination.

Tying in a shipment of Wyandotte barrels with No. 8 gauge tying wire. The wire is arranged around the inside of the freight car so that each strand will be in position at about the upper and lower hoops on the barrels.



By T. S. BLAIR

J. B. Ford Sales Company
Wyandotte, Mich.

THE next time you see a crew of men engaged in cleaning the marble, terra cotta, glazed or enameled brick on the outside walls of some large office or municipal building, it is a good guess that they may be using one of the many Wyandotte cleaners, manufactured and distributed by the J. B. Ford Sales Co., Wyandotte, Mich.

At the "Home of Wyandotte Products," situated on the Detroit River, some 11 miles from downtown Detroit, production is well-nigh continuous—the fires in some of the processing plants having burned constantly since the turn of the century. From this centrally located point, streams of freight cars and motor trucks and trailers loaded with cartons, kegs, plywood and steel drums, and wooden barrels — all containing cleaning preparations for a multitude of purposes—are dispatched to replenish stocks maintained at strategic sales points (236 to be exact) in 48 States and in every province of Canada.

The company has been a user of public warehouses since the year of the Spanish-American war, 1898, as an aid in solving the problem of getting barrels and drums of the company's extensive line of cleaners and alkalis into the hands of its consuming trade on relatively short notice.

The company has 26 district offices scattered across the country. These for the most part, are located in the heart of the business districts, while at some points, district offices are maintained in the warehouses where stocks are stored at that point. All salesmen are under the direct supervision of a corps of district managers in charge of district offices.

Stocks carried at the different warehouse points are generally sufficient to handle from one to 3 mos.' withdrawals. Much depends, however, on the distance from the Wyandotte plant, as well as on the volume of business being done at the particular district.



Various sizes of drums, barrels, and kegs are used to carry Wyandotte products.

New sales territories are, of course, opened from time to time, but before making actual arrangements for warehouse service, the company makes sure that such service is warranted by the volume of business. It, however, keeps in mind that warehouse facilities must eventually be available when the amount of business makes such service necessary. Actual arrangements are, therefore, deferred until a later day.

In arriving at a decision as to which warehouse is to serve the company, a number of considerations are carefully weighed. Aside from reliability and general efficiency, the traffic and storage departments want promptness in the handling of incoming shipments from the factory, as well as in the handling of all orders from all representatives; require the daily mailing of delivery reports to the home office; urge accuracy and speed in the handling of details involving correspondence; and emphasize the importance of itemizing all invoices for handling, storage, freight, and drayage charges to assure ready checking and prompt payment. No special care is necessary in the storage of Wyandotte cleaners and alkalis, beyond keeping them above the ground floor and in a clean and dry place.

The marketing of such a wide variety of products as the Wyandotte cleaners necessarily demands a wide assortment of containers to meet industrial and consumer re-



A variety of handy containers used by the J. B. Ford Sales Co.

quirements. Some of the products are packed in small containers ranging in size from 2-lb. paper cartons up to 25-lb. metal drums. Within this group are 10-lb. cans and 5-lb. cloth sacks, the latter being packed 50 in a barrel for shipment. Corrugated cartons or cases are used extensively in shipping the smaller containers; such as 2-dozen 2-lb. cartons, one-dozen 5-lb. cans, and six 10-lb. cans. There are also 10-lb. cans of some products shipped in one-dozen lots packed in wood crates. Wood crates are also used for handling shipments of four 25-lb. steel drums. These small lots may vary in weight from 48 lbs. to 120 lbs., depending on the product they contain.

Since a large majority of the company's business is done with big institutions and industrial plants, most shipments are in containers that are approximately barrel-size. There are 75-lb. kegs, and plywood and metal drums,

their use depending on the type of product as well as on the territory into which they are shipped. On the other hand, cleaners and alkalis going to the dairy, bottler, laundry, industrial and institutional trades, are mostly shipped in wood barrels or plywood and steel drums, averaging from 250 lbs. to 450 lbs. Wyandotte Chippewa Flakes, for instance, a compound used by dairies, brewers, and carbonated beverage bottlers for washing bottles by machine, is packed in 400-lb. steel drums. Another, Steri-Chlor, a germicide and deodorizer used in the sterilizing of dishes, glasses, silver, and the deodorizing of toilets, urinals, shower and locker rooms, is stocked and shipped in a variety of containers. There are 2-lb. cans packed 2 dozen to the case; 5-lb. cans, one dozen to the case; and 10-lb. cans, 6 to the case, while larger quantities are sold in 25-lb., 100-lb., and 300-lb. plywood drums. A detergent, used by hospitals, in-



Carter B. Robinson, president of The J. B. Ford Sales Co.

stitutions, hotels, and large office and public buildings in general day-to-day maintenance cleaning, is packed in cases containing six 10-lb. cans, barrels of fifty 5-lb. cloth sacks, 75-lb. drums, and 250-lb. barrels. The Keego Cleaner, used in dishwashing machines, is packed in wood crates containing four 25-lb. drums and in 100-lb. and 300-lb. drums. A thorough and safe washing soda, Yellow Hoop, used by hotel, restaurant, hospital, institutional, and commercial laundries, is shipped in 280-lb. barrels.

And so it goes through the whole gamut of the Wyandotte products as they are dispatched to meet the specific demands of industry in hundreds of different lines of endeavor,—providing a protective coating for spray booths in industrial finishing departments, treating lumber to prevent sap stain, removing oil and grease from metal parts that are to be repaired or assembled, rendering metal surfaces chemically clean before plating, enameling, or painting, etc., etc. Because metal cleaning has become so important in those industries which fabricate metal products, some 25 different Wyandotte metal cleaners have been developed to serve industry,—in automobile plants, plating shops, garages, railway repair-shops, portable and machine tool works, and many others.

For some products it has been

necessary to devise special packages so that a particular industry may be served properly. Products shipped for use in the food industry, for instance, must be protected against any moisture or dust contamination during storage or transportation. One method of accomplishing this has been to line the barrels with a specially selected paper liner. In other instances where climatic conditions affect certain products, it has been found advisable to use metal containers instead of those made of wood in order to keep the product in proper condition.

Rail or Truck

Reshipments from warehouse stocks to the trade may either be made by rail or truck, whichever is most convenient for the customer and less costly, the company reserving the right to make the decision. In many cases the stop-in-transit privilege is taken advantage of. In such cases, the car is frequently loaded in 2 tiers, electric lift trucks being used in loading the freight cars. Double dunnage or wood strips are placed between the upper and lower tiers of barrels, and a bulk-head or gate nailed solidly against the sides of the freight car at the doorway to protect the lower tier, leaving the upper part of the door free so that goods may be removed in transit without trouble. Barrels and drums thus shipped are strapped in place under pressure with No. 8 gauge

wire to hold them together and keep them from shifting.

Raw products are brought to the plant by both rail and water. The Ford interests maintain a fleet of 4 large freighters plying the Great Lakes, carrying raw materials from various sources to the company docks on the Detroit River. The average capacity of these ships is about 6,000 tons. Each vessel carries automatic loading and unloading equipment, which makes it possible to load a ship with raw materials in 4 hrs., and then unload this enormous tonnage at the Wyandotte docks in less than 6 hrs.

Although the unsettled conditions caused by the war have temporarily disrupted sales in some European markets, the company has long enjoyed world-wide distribution of its products. The majority of export shipments are cleared through the port of New York, with occasional shipments from San Francisco, Seattle, and New Orleans. With stocks carried in the principal marketing centers of Latin America clear down to Argentine; across the Pacific to Australia and the Straits Settlements; at Osaka and Tokyo, Japan, as well as at Manila and along the China coast; and following the long shadows of the Himalayas across India and down into South Africa, it can truly be said that the sun never sets on Wyandotte products.



Twas Ever Thus

—Two thousand years ago, more or less, the world was oppressed and depressed by problems, both social and economic, not unlike those of our present day.

—It's interesting to note what the wise men of those times had to say.

—Plato (429-347 B.C.): "Democracy contains no long-range force which will check the constant tendency to put more and more on the public payroll."

—Plutarch (49-120 A.D.): "There is no doubt that the real destroyer of the liberty of any people is he who spreads among them bounties, donations and largesses."

—Demosthenes (384-322 B.C.): "There is one safeguard known generally to the wise, which is an advantage and security to all, but especially to democracies as against despots. What is it? Distrust."

—Sophocles (496-406 B.C.): "War loves to seek its victims in the young."

—Horace (65-8 B.C.): "In peace, as a wise man, he should make suitable preparation for war."

—Terence (185-159 B.C.): "It is the duty of all persons, when affairs are the most prosperous, then in especial to reflect within themselves in what way they are to endure adversity."

—Thucydides (471-400 B.C.): "We enjoy a form of government which is not in rivalry with the institutions of our neighbors, nay, we ourselves are rather an example to many than imitators of others. By name, since the administration is not in the hands of few but of many, it is called a democracy."

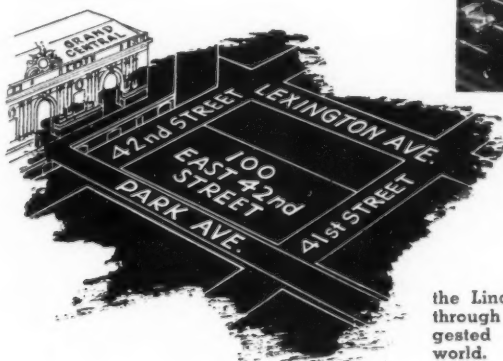
—And in such way is History made—a continuous cycle of social and economic Acts, each with its own distinguishing stage setting.

The New Home of

DW

100 East 42nd St.

The radio program of one of our readers, Canada Dry, has identified this building nationally as No. 1 Pershing Square, but we have chosen the above address to quickly establish its location for our out-of-town visitors.



Chilton Company's New York offices, occupying 30,000 sq. ft., in the Times Square area were moved to the Grand Central area in 16 hrs. by the Lincoln Warehouse Corp., through one of the most congested traffic zones in the world.

THERE is no risk of interrupted business routine, loss or damage to your property or to the property of others including their life or limb, when a responsible warehouseman moves your industrial effects.

Nor do you have to be concerned about the ultimate cost of your job; for unlike local removals of household goods that are figured on an hourly basis and interstate removals that are figured on a weight basis, your commercial or industrial removals may and should be figured on a flat-rate basis.

Traffic managers and other industrial executives responsible for such removals, and they become necessary to all of us sooner or

later, will be interested in our own experience. After telling thousands of them in all parts of our Nation and in practically every field of manufacture that they could place implicit faith in our advertisers, it was both proper and necessary that we should prove our contentions by choosing an advertiser.

This required competitive bidding from identical specifications that were prepared and submitted by Rodgers Associates, retained by the Chilton Company to lay out the new floor plans for greatest efficiency of operation, and to supervise the placing of the furniture and equipment in their predetermined locations.

Contract to Lincoln

The lowest bidder in the group, the majority of whom submitted comparable prices, was the Lincoln Warehouse Corp., a member of the Mayflower Warehousemen's Assn. After satisfying Rodgers that it had the necessary equipment and insurance coverage, Lincoln was awarded the contract for our removal to the Pershing Square Building, where the Chilton Co., now occupies the entire 5th and part of the 4th floors.

3,600 Pieces, 37,000 Cu. Ft.

A total of 72 trips covering about 150 miles were made by 6 of Lincoln's vans to transport our 3,600 pieces including safes, addressing machines and stencils, cut cabinets, proof presses and other heavy articles used by publishers, in addition to the usual furnishings of a business office.

The 32 men employed on the job loaded the 37,000 cu. ft. at the rate of 15 minutes per load and unloaded in two-thirds of that time.

Besides the traffic lights at each of the 12 intersections and the one-way streets along the route, Sixth Avenue was under repair, causing

(Concluded on page 56)

Keeping Further TABS on TAXES

Recent Changes in Several States as reported to

JOHN H. FREDERICK

*Professor of Transportation and Industry, School of
Business Administration, The University of Texas*

Personal Property Taxes

SINCE the compilation of the personal property tax data, as they apply to goods in storage in public warehouses, appearing in the pamphlet, "Keeping Tabs on Taxes in the 48 States," changes have taken place in the following States. No other changes were reported as of May 15, 1940.

ALABAMA—In this State, assessment is still based on average stock on hand during the year ending with the date of assessment *but not less than the capital actually employed in the State if business was commenced after Oct. 1 of any year*. Property tax is assessed for county and State purposes.

CONNECTICUT—Date of assessment throughout the State is Oct. 1, but several cities use other dates, viz.:—Waterbury, May 1; New Haven and Greenwich, June 1; Hartford and Wallingford, July 1; Ansonia and West Haven, Sept. 1.

CALIFORNIA—*Report of presence of stocks.* The fact that property is stored in a public warehouse on tax day does not relieve the property owner from filing a statement in respect of such property with the assessor. In actual practice, warehousemen file statements with the assessor, but they are usually regarded as informational, the property shown being assessed to the owner. Property tax is assessed for city, county and other taxing jurisdictions. The property must be assessed at its full cash value, but the consensus among assessors seems to be that this "full cash value" for assessment purposes is approximately 50 per cent of so-called "true value."

DISTRICT OF COLUMBIA—The office of the assessor reports as follows:

Section 6, of Title 4, of District of Columbia Act Approved July 26, 1939, provides as follows:

"Sec. 6. Nothing in this Act contained, nor shall any prior Act of Congress relating to the District of Columbia be deemed to impose upon any person, firm, association, company, or corporation a tax based upon tangible personal property owned and stored by such person in a public warehouse in the District of Columbia for a period of time no longer than is necessary for the convenience or exigencies of reshipment and transportation to its destination without the District of Columbia.

"This will probably give you a better idea than any explanation I can make regarding the taxation of this class of tangible personal property. However, I might state, by way of further explanation, the local merchants, i.e., persons who sell in the District of Columbia and keep their stock in public warehouses, are taxed on the average amount of goods for sale in the District of Columbia. Persons who keep household furnishings in storage in the District of Columbia are taxed on the amount they have there on July 1 each year, but goods merely passing through the District of Columbia with an ultimate destination elsewhere, and merely kept here to preserve them for a short time, are not classed as average stock in trade, or goods in storage."

IDAHO—Stocks placed in public warehouses prior to April 1st are assessable for the full year. If stored between April 1st and prior to July 1st, for three-

fourths of the year. After July 1st and prior to Oct. 1st, for one-half of the year, and if after Oct. 1st, for one-fourth of the year. Generally speaking, all stocks are assessed on 70 per cent of the actual valuation, or the cost to the owner plus transportation to the point of destination. All assessments are levied for the State, county, city, village and school districts wherein the stock is located.

ILLINOIS—Illinois Revenue Law provides for tax assessments based on 100 per cent of stored stocks. It is reported, however, that no counties in the State are assessing at 100 per cent of value at this time.

IOWA—Besides being assessed for State and county taxes, property taxes are assessed for city and town taxes.

KENTUCKY—If a warehouseman is located in an incorporated town, the goods stored with him are liable for State, county, school and city taxes. The 1939 rate for State taxes is 50 cents on each \$100 valuation. For school taxes it varies from 25 cents to 85 cents, depending where located; city taxes vary from 10 cents to \$3.21; and county taxes vary from 37 cents to \$1.

MAINE—Stored goods are taxed on the *average amount stored during the preceding year*, or any portion of that period when goods have not been stored in the State for a year.

MARYLAND—Goods stored in public warehouses by domestic and foreign corporations are assessed by the State Tax Commission on Jan. 1st.

MISSISSIPPI—The basis of assessment is the value of stored goods on Jan. 1st. Goods stored for purposes of distribution are liable for assessment *if the interstate movement ceases, and goods come to rest*. Goods in transit in interstate commerce are not assessed.

MISSOURI—Report of presence of stock *must be made by storer*.

NEVADA—Tax based on *85 per cent of inventory figured at cost value*.

NEW HAMPSHIRE—Property tax assessed for local taxes only.

OHIO—The basis of assessment of warehouse stocks held in Ohio is listable as of the end of each month and the total of those monthly values should be taken together and divided by the number of months the goods were stored in such warehouses in Ohio. In other words, such property is not taxed as of date certain, as is Machinery & Equipment; average basis is proper. Of course the average value of such property is taxable as of Jan. 1st of the year in which the Ohio return is required to be filed.

TEXAS—The statutes provide for property taxes based on 100 per cent of the value of stored stocks but it is reported that most of the counties use a percentage of less than 100.

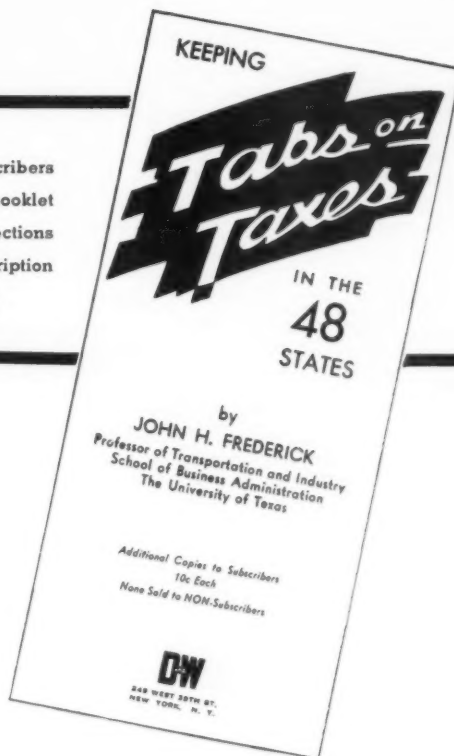
The booklet illustrated at the right was sent out to regular subscribers of DandW the early part of 1940. Those not possessing this booklet and who wish to bring such information up to date with the corrections in this issue should send in their applications for regular subscription promptly, because the supply of this booklet is limited.

UTAH—Tax based on 50 per cent of the value of stored stock.

WASHINGTON—Ordinary merchandise and stocks of goods are assessed at from 40 per cent to 50 per cent of their actual value. The average assessment is probably about 44 per cent of actual value.

CHIEF USES OF PUBLIC WAREHOUSES BY MANUFACTURERS

1. Goods are shipped from a factory into a state and stored in a public warehouse before they have been sold. The intention is to sell them in the state into which they have been shipped. Sales are usually made in original packages on orders taken by traveling salesmen operating within the same state as the warehouse used for storage. These orders are subject to the approval of the home office and sales are invoiced by the home office to the purchasers who make payment to that office.
2. Goods are shipped from a factory into a state and stored in a public warehouse before they have been sold. The intention is to sell these goods in another state than the one in which they are stored. These goods are usually stored in a public warehouse in a town regarded as a marketing center. Sales, deliveries, and payments are made in the same manner as in case (1), above.
3. The manufacturer ships goods in the same manner as in (1) or (2), but under an arrangement whereby warehousemen will deliver to approved purchasers in the state where stored. The goods so delivered are invoiced on the manufacturer's bill-head by the warehouseman, or by the manufacturer on notice from the warehouseman that delivery has been made, and purchasers remit to the manufacturer.
4. Goods are shipped from a factory into a state and stored in a public warehouse before orders have been received for them, but for the account of authorized brokerage or other representatives who will sell them either in the state where stored, or in an adjoining state. These representatives sell the goods on a commission basis. Deliveries to purchasers are made from the public warehouse either in original or broken packages on the order of the representatives. The representatives report sales to the home office of the storer from which invoices are mailed, and to which payments are made.
5. The manufacturer ships goods into a state in pool or consolidated carloads in accordance with orders received from purchasers. From time to time, however, there is not enough weight represented by orders received in advance to complete a particular pooled or consolidated car under railroad tariffs, so the manufacturer ships additional goods, for which no previous orders have been received, storing them in a public warehouse to await future orders. Sales are finally made and payment collected in the same manner as either (1) or (2) or (3).



States Requiring "Qualification" by Users of Public Merchandise Warehouses for Certain Purposes.

A FEW State authorities changed their interpretation of existing laws, or new laws on the subject were recently passed so that the following changes in the compilation on page 5 of the pamphlet took place:

CONNECTICUT—It is probable that Nos. 1, 3, 4 and 5 would make it necessary for the user of the warehouse to qualify to do business in Connecticut, but it is probable that it would not be necessary under No. 2. However, the facts are likely to differ slightly in any given case and, therefore, each case would have to be decided on its own merits. We have no general rule that can be strictly applied.

NEW YORK—Each case is decided on its individual merits and the Division of Corporations will not rule on hypothetical cases.

OHIO—Qualification would be required for all 5 uses.

OREGON—In none of the 5 uses would a foreign corporation have to qualify or pay license fees.

TENNESSEE—In none of the 5 cases listed would it be necessary for a storer to qualify to do business. It will, however, be necessary for such storers to appoint and designate in writing an agent for the service of process. Such agent shall have his name and address filed with the Secretary of State who shall be paid an entry fee of \$20. This fee is, however, paid but once.

TEXAS—Through practice, no attempt is made to require foreign permits under use No. 2.

WISCONSIN—Qualification required in uses 1 and 4 only.

Qualifying to Do Business

CHANGES in the costs of qualifying to do business in various States, as well as in annual license fees and other taxes (other than property taxes) which are assessed against foreign corporations in various States are listed below. No other changes in these matters were reported as of May 15, 1940.

ALABAMA—The franchise tax is now based on \$2 per thousand of capital employed in the State.

COLORADO—The minimum qualifying fee with the Secretary of State is \$46 where the proportion of capital stock employed in this State is \$50,000 or less.

For the purpose of fees and taxes, no arbitrary value is placed on no par shares in connection with the qualification of a foreign corporation. The issued and outstanding capital stock is the basis for fees and taxes and not the authorized capital stock.

Of the \$46 qualification fee—\$30 is the fee for filing certificate of incorporation where the proportion of capital stock employed is \$50,000 or less, and 30 cents per thousand is collected above that amount as set forth in your statement. In the case of foreign corporations with no par value stock, such fee is \$5 in all cases.

CONNECTICUT—Flat fee for filing now \$56. Annual fee for doing business now \$56.

DISTRICT OF COLUMBIA—In addition to property taxes, there is now an income tax levied in the District of Columbia. This tax is imposed by Act 225, 76th Congress, signed by the President July 26, 1939, entitled "District of Columbia Revenue Act of 1939." It applies to domestic and foreign corporations deriving income from sources within the District of Columbia (Section 2, Subdivision b). Certain types of corporations, such as banks and eleemosynary institutions, are exempt. The tax is at the rate of 5 per cent of taxable income from sources within the District of Columbia (Section 2, Subdivision b). There is a \$25 fee for filing the annual return, which amount is credited against the tax due. This, of course, has the effect of imposing a minimum tax of \$25, as mentioned in your letter.

It still is unnecessary for corporations to obtain any formal permit to do business in the District.

IOWA—In addition to the fees mentioned in the pamphlet, foreign corporations qualified in this State are required to submit an annual report, the same as domestic corporations, the report fee being \$1.

KANSAS—No par stock is based upon the actual value of such stock, provided the actual value does not exceed \$100 per share. If the actual value exceeds \$100 per share, such shares are treated as having a par value of \$100. The taxable basis is arrived at by including with the capital paid-up, the items of surplus and undivided profits.

KENTUCKY—The filing fee is now \$5. Foreign corporations must also file their articles of incorporation and pay a filing fee of \$25, plus 25 cents for each 100 words.

MICHIGAN—A foreign corporation may be admitted to Michigan and pay at the time of admittance a franchise fee which is computed at the rate of ½ mill on each dollar of the authorized capital stock in the ratio the Michigan property bears to the entire property. The minimum franchise fee in this case is \$25. The filing fee is \$10.

The annual privilege fee for a Michigan corporation is computed at the rate of 2½ mills on each dollar of the paid-up capital and surplus, the minimum fee being \$10 and the filing fee, \$2. The maximum fee is \$50,000 with the \$2 filing fee.

Foreign corporations doing business in Michigan are required to pay annually a privilege fee computed at the rate of 2½ mills on each dollar of the paid-up capital and surplus in the ratio the Michigan property

bears to the entire property. The minimum fee is \$10. The maximum fee is \$50,000 with the \$2 filing fee.

MISSOURI—The minimum fee for the licensing of a foreign corporation in Missouri is \$61.50. This fee is for any corporation which has \$50,000 or less of its capital and surplus represented by property and business in Missouri.

MINNESOTA—Filing fee for incorporation papers now \$8.

MONTANA—The fees for a foreign corporation are the same as for a domestic corporation, that is, are determined at the same rate, with a \$50 minimum fee plus \$13 incidental charges. These incidental charges are detailed as follows: Statement, \$5; Appointment of Agent, \$5; and Charter, \$3. The schedule of fees for both Montana and foreign corporations is as follows:

First	\$100,000	@	\$1.00	per \$1,000.
Next	\$150,000	@	.80	" "
"	\$250,000	@	.60	" "
"	\$500,000	@	.40	" "
Over	\$1,000,000	@	.20	per \$1,000.

The foreign corporation pays, of course, upon the proportion of capital stock employed in Montana, but will pay at the schedule of fees above set forth.

OHIO—There is no minimum fee for licensing a foreign corporation to do business. There is no State income tax in Ohio.

SOUTH DAKOTA—The 50-cent filing fee is for filing appointment of Secretary of State as resident agent.

VERMONT—The flat fee of \$25 is known as the registration or certificate fee of a foreign corporation. Certificates of authority issued to foreign corporations remain in force until the following April 1st, when it is necessary for a foreign corporation to obtain a certificate in extension of authority from year to year, the fee for which is \$10.

VIRGINIA—The recording fee for incorporation papers is 30 cents per 100 words, plus \$1 to the Secretary of the Commonwealth.

Business Literature

A broadside folder has just been issued by the **Fruehauf Trailer Co.** containing data on tank-trailers. This new piece of Fruehauf literature is distinguished by an outstanding diagram showing the structure in color of a modern tank-trailer. Every individual part is numbered and described, and the entire tank and trailer chassis construction is cut away so that a graphic picture of the interior construction is presented.

Although only just released, Weldon D. Wise, advertising manager of Fruehauf, states that his company is already receiving a tremendous number of requests for additional copies of this informative piece of descriptive literature.

An interesting and instructive Dodge-Diesel Job-Rated, heavy-duty truck catalog is just off the press. Done in two colors, the book stresses the many years of research and development which preceded introduction of Dodge-Diesel trucks under the direction of Fred M. Zeder, vice-chairman of the board and head of engineering; O. R. Skelton, director of engineering design, and Carl Breer, director of engineering research.

Interesting illustrations show the modern manufacturing facilities in the new Dodge truck plant and also features of the Dodge-Diesel engine and chassis. Dodge dual-purpose Diesels are described, complete specifications and available extra equipment listed. The catalog is available from Dodge dealers or the advertising department, **Dodge Division, Chrysler Corporation, Detroit, Mich.**

WE'VE HEARD THAT—

Hole in Ground Provides Storage for 20 Cars of Fruit

A novel cold storage scheme is being planned by a group of business men at Kelowna, B.C., Canada. It involves the boring of a huge hole in a nearby mountain side to provide storage space. A hole in the mountain large enough to store 20 cars of fruit is to be made this year, according to Herbert Gordon who is heading the group. The cavity is to be made larger later on, Mr. Gordon said.—*Bennett.*

Frozen Strawberries And Peas Most Popular

Strawberries are the most popular frozen fruit, and green peas the most popular frozen vegetable. Blueberries are second and cherries third in popularity among the fruits, with peaches gaining popularity rapidly. Of the vegetables, lima beans stand in second place with broccoli, spinach and asparagus running close, according to H. C. Diehl, of the U. S. Department of Agriculture, in charge of freezing studies by the Bureau of Agricultural Chemistry and Engineering.

Mr. Diehl looks forward to a continuing increase in the frozen pack, to better quality and lower prices. Quality is gaining both as a result of improved methods of freezing and because breeders are developing varieties of fruits and vegetables particularly adapted to freezing.

Expansion of the industry into quantity production will favor lower prices, Mr. Diehl thinks, and he points out several real savings that help to offset costs of freezing the products and keeping them refrigerated. Freezing eliminates the losses from spoilage unavoidable in marketing fresh fruit and vegetables. Only the edible parts go to market, and farmers make use of trimmings, pods, husks and other kitchen wastes either for stock food or fertilizer. There is also a saving in transportation cost of inedible parts, he points out.

Condition of Shipment on Arrival Important

Many shippers are not following through to determine in what condition their goods are in when they arrive at destination. These same shippers spend a great deal of money and time in preparing their products for shipment and in the construction or selection of the type of container, but they fail to follow through and ask the consignee to give them a report as to how the shipment arrived.

Stopping in-transit cars is another source of trouble to the shipper, consignee and the railroads. It has been found that a great many of the sub-consignees, when cars are stopped in-transit for their benefit, refuse to break down the load and rebrace the remaining shipments. This is the duty of the shipper and the consignee, as prescribed by the tariffs. It is not the duty of the rail carrier.

Synthetic Rubber from Petroleum for American Tires

Both the B. F. Goodrich Co. and the Standard Oil Co. of New Jersey are now in a position to produce in large quantities, synthetic rubber derived from petroleum. The Goodrich company exhibited its tires equipped with synthetic rubber at a gathering of some 500 industrialists, scientists and military experts at a reception in New York City, June 5. The tires were produced by the same manufacturing process used for natural rubber, from a synthetic with a petroleum base, which the company has named "Ameripol," signifying a polymer, or recombination of molecules of American materials. The material, described as "Liberty rubber," can be processed and vulcanized as is the natural product.

If the tire companies were to replace the natural rubber in tire treads and sidewalls alone, they would reduce by approximately one-half, America's consumption of the natural product. According to estimates, about 1,700 tons of synthetic rubber were consumed in the United States last year. The consumption of natural rubber last year was 592,000 tons. Motor vehicle tires account for more than 70 per cent of the rubber used.

The Standard Oil product is known as "butyl rubber." This differs from the German product, for which the company early this year acquired production rights, in that it can be made by a simpler and more direct process. Butyl rubber's development will be in stages, the first stage being the manufacture of relatively small quantities for the specialty market and for commercial testing in tire production.

Larger Shipping Markings

Because blackout conditions prevailing in European ports make customary markings on freight packages inadequate to assure proper segregation and delivery, shippers are urged to use shipping marks with black letters of not less than 3 in. high and of proportional width.

Sliced Frozen Apples

Sliced frozen apples ready to be dropped into the pie crust are the latest achievement of the United States Frozen Pack Laboratory, Seattle, Wash., under the direction of H. C. Diehl, senior chemist of the Department of Agriculture. Through constant experiments, he and his staff overcame the problem of discoloration with exposure to air. The problem has been solved by using a thin layer of ice, frozen over the apples immediately after they are cut.—*Litteljohn.*

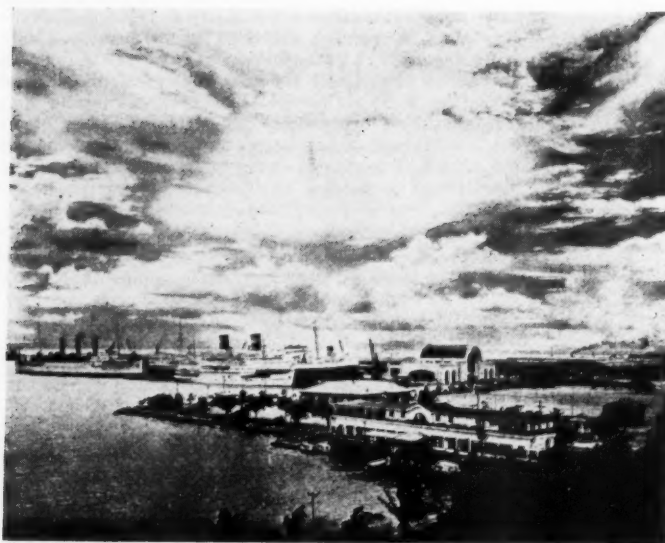
Increase in Air Express

A particularly noteworthy development in the substantial gains made in air express is the 34 per cent increase registered in 1939 in combination air-rail shipments, according to a summary issued by United Air Lines.

Approximately 250 airports now are served by planes operating on regular schedules. To get wider coverage, the airlines and the Railway Express Agency, which supplies the pick-up and delivery system for air express, are aggressively pushing the development of air express in cities having rail connections to airports, reports Harold Cray, vice-president of the United Air

(Concluded on page 67)

The Increasing Importance of the Philippine Islands and Port



Lagaspi Landing and Pier No. 7 at Manila

By JACQUES C. MAGUITE, O.S.D.
Far East Correspondent

THE Far Eastern markets of supply and demand not so long ago were at the fore of our foreign trade. However, in consequence of what is taking place there, our trade has diminished considerably, and may be entirely nullified, if the necessary steps are not taken immediately.

The Japanese "new order in China" to be established (and already established in Northern and Central China) as the result of no-war destruction of Chinese independence by the might of the Japanese army and navy, has already created considerable changes. The freight turnover of the main ports of China, such as Shanghai, Hongkong and Tientsin (Taku) is progressively diminishing, due to the fear that all kinds of unexpected measures and "pacifying moves" on the part of the Japanese may be forced upon them. Incidental to that, the withdrawal of Swedish, Norwegian and Danish flag vessels, which were plying those waters regularly until just a few

months ago, has aggravated the situation even more.

Because of what is taking place now, and what may happen shortly in the Far East, the port of Manila, Philippine Islands, will undoubtedly become one of the main arteries in the Far East through which export and import goods in transit will move in the very near future. Considering services of coastal steamship lines plying between Chinese Northern and Southern ports, as well as between ports of Indo-China, Malaya, East Indies and Burma, with calls in the majority for these lines at Manila, the port of Manila will not only regulate, but probably control the shipping end of our trade with the Far East, and especially with China in the near future.

In this connection, it is important to have a detailed description of the characteristics and peculiarities of the foreign trade in the Philippines and of Port of Manila.

COMMERCE. The Tydings-McDuffie Independence Law of 1934

governs the present commercial relations between the United States and the Philippines. Prior to this Act, such commercial relations were regulated by the United States Tariff Act of 1909 and its subsequent amendments. The tariff policy of the United States has gone through 4 phases of development.

The first phase, from the American occupation in August 1898, to March, 1902, was first characterized by no tariff preferences.

The 2nd phase covered the period from March 8, 1902, to Aug. 5, 1909. During this period, tariff concessions were granted on Philippine products entering the American market, as provided in the Act of Congress of March 8, 1902. While Philippine products were given a 25 per cent reduction in the tariff, no corresponding reduction was made on American goods entering the Philippines, because of a provision in the Treaty of Paris giving the same treatment to Spanish merchandise and ships entering the Philippines as that accorded the goods and vessels of the United States.

The 3rd phase was characterized by the establishment of free trade with certain limitation. This phase was ushered in by the United States Tariff Act and the Philippine Tariff Act of Aug. 5, 1909, when the 10-yr. period commencing April 11, 1899, provided in the Treaty of Paris, expired. The Act permitted Philippine products, with the exception of rice and certain quantitative limitations on Philippine sugar, cigars, and tobacco, to enter the United States duty-free, provided such products contained not more than 20 per cent in value of foreign raw materials. On the other hand, American products, except rice, entered the Philippines free of duty without any limitation to quantity and material used in manufacture.

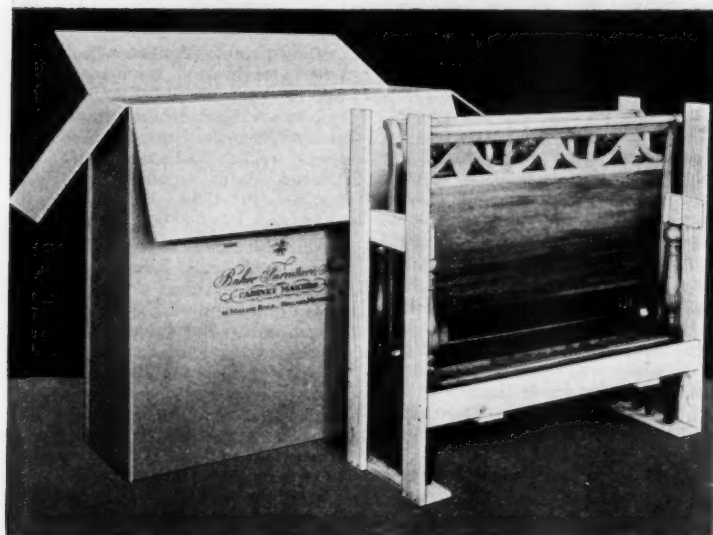
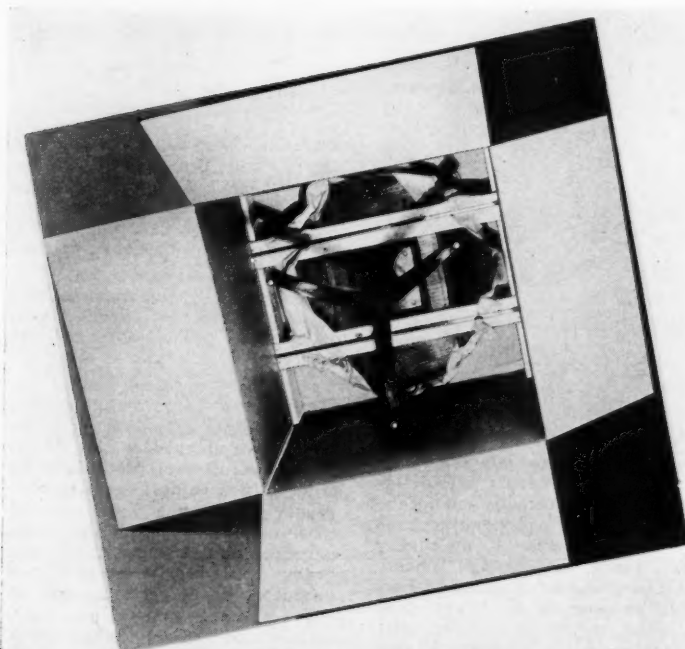
The 4th phase started with the passage of the United States Tariff Act of Oct. 3, 1913, lasting until the enactment of the Tydings-McDuffie Act on March 24, 1934. The essential change in policy inaugurated by this Act was the removal of the limitations on the quantity of Philippine sugar, ci-

By 1929, the total Philippine trade with the United States was P434,000,000. The United States

Furniture Prepacking Brings Multiple

A Complete Summary of Savings That Are Possible When Light-Weight Cartons Are Used in Place of Heavier Materials

By PAUL MEELFELD



The illustrations on this and the following page were supplied by the Hinde & Dauch Paper Co., Sandusky, Ohio.

THROUGHOUT the furniture industry, one executive after another makes an important decision—to prepack his company's products. If asked WHY, the typical executive will give one, two, or even three good reasons, but hardly ever a complete summary of reasons. Because the list of economies effected by prepacking is a large list indeed. To get all the answers, it might be necessary to interview many men, working at widely different jobs, and scattered over a wide area.

The purchasing agent knows that in perhaps a majority of cases, actual cost of materials is lower for prepacking than for crating. For instance, in the difficult packing field of "novelty furniture," a large magazine table is shipped in a shipping box costing 14 cents, with interior packing costing 6 cents. Cost of lumber, nails, bolts, and wire straps would have been considerably higher—not even considering the labor factor.

The plant foreman or production manager could say plenty about labor in any discussion of prepacking. When a crate is built by hand, it is necessarily a slow process. With a corrugated shipping box, little packing time is required. Savings often run 25 per cent to a good 75 per cent under the cost of labor necessary to crate furniture.

Saving No. 3 is a matter of transportation costs. Facts and figures were cited by Daniel Drew, service building manager of Bloomingdale's, New York City, in an address before the National Retail Dry Goods Assn. For example, "a 6-piece small maple suite in carload lots would cost, if crated, \$4.85 per suite. If packed in cartons, this merchandise could have been shipped at a cost of \$2.97 per suite." Another eye-opener advanced by Mr. Drew concerned a chest which weighed 210 lbs. when crated, only 168 lbs. when prepacked. Similar savings in transportation costs are to be found wherever a company has abandoned crating for prepacking.

Economies

Prepacking enables the shipper to get more units in each truck or freight car, and each unit weighs less than would the same product crated.

Not one saving, but 2, might be pointed out by the warehouseman. First of these is a saving in space and handling costs. Prepacked furniture is easy to move, easy to stack, easy to ship. But over and above these factors, prepacked furniture doesn't require the warehouse "refinishing" that is almost inevitable with crated merchandise.

Now consider the savings in damage claims. Every damage claim means extra expense all along the line. The carrier suffers loss. The shipper eventually gets higher freight rates, which must be reflected in higher cost of the product to the consignee. And all of these are actual costs, exclusive of the loss of good will, delays and extra work.

Finally, other economies are visible from the viewpoint of the retail furniture dealer. He saves labor and damage in connection with unpacking crated merchandise. He saves on storage space. Most important, the retailer saves money by eliminating refinishing costs. When the prepacked furniture item arrives, it is ready for the sales floor.

Summing up:

Economy No. 1—Cost of shipping box and packing materials usually lower than cost of crating materials.

Economy No. 2—Lower cost of labor.

Economy No. 3—Lower transportation costs.

Economy No. 4—Lower cost of handling and warehousing.

Economy No. 5—Elimination of warehouse refinishing.

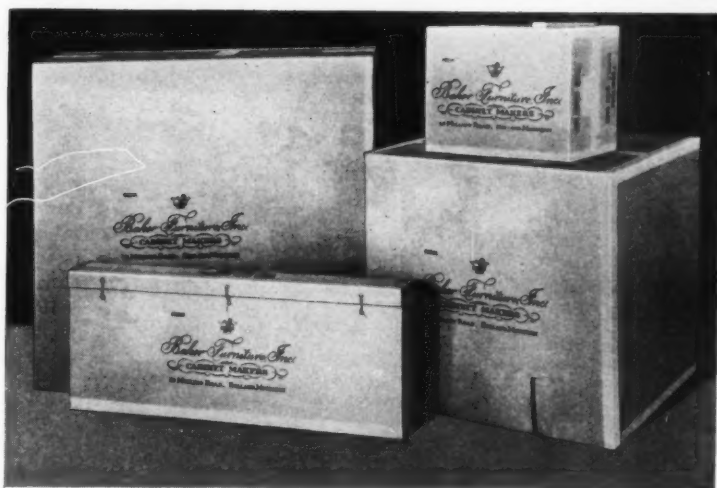
Economy No. 6—Drastic reduction of damage claims, hence lower freight rates and lower prices all along the line.

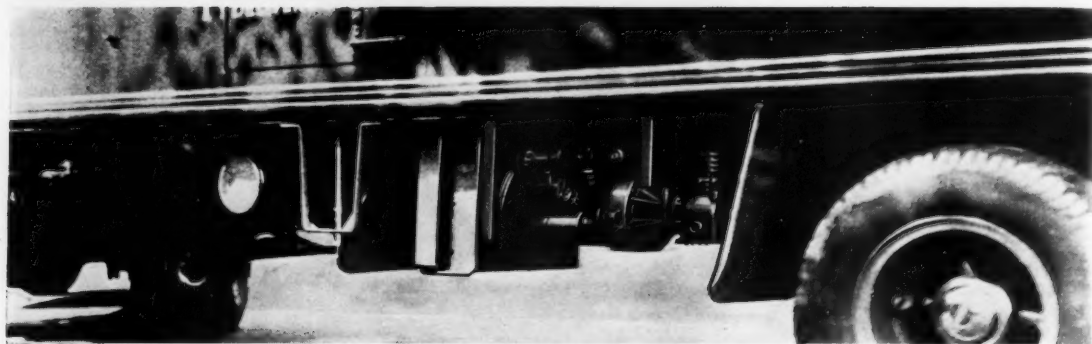
Economy No. 7—Lower unpacking costs.

Economy No. 8—Elimination of retail refinishing.

Ford Enters New York Show

The Ford Motor Co. has accepted an invitation from the Automobile Manufacturers Assn., Inc., to participate in the 41st annual National Automobile Show this Fall, it was announced at the company's offices at Dearborn, Mich. The show, as usual, will be held in Grand Central Palace, New York City, Oct. 12 to 20.





Mounting of the Carrier truck refrigeration unit under the chassis permits full use of loading space.

New Truck Refrigeration Unit Gives

Automatic Temperature Control...

THE need for a large-capacity, light-weight truck refrigeration unit has been met in the equipment just announced by the Carrier Corporation, Syracuse, N. Y. Completely automatic control of temperature at all times assures arrival of perishables in the same condition in which they were loaded.

No power is required from the truck engine or from an electrical source. Trucks or trailers equipped with the Carrier unit may be left anywhere and the refrigeration continues as long as a gasoline supply is available. A 4-cylinder, 4-cycle engine is used to drive the fan and compressor.

Two standard sizes of the variable, high-speed compressor permit handling of all capacities and loads. Rated from $\frac{3}{4}$ to $1\frac{1}{2}$ tons capacity, these units will fit truck bodies from 12 ft. to 35 ft. in length.

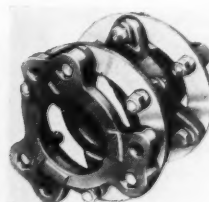
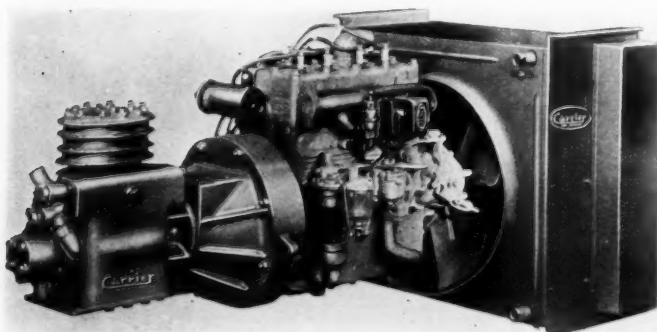
The truck refrigeration unit may be started and stopped, either manually by a push-button, or automatically by a thermostat or pressure control. The engine is equipped with an automatic choke which governs its position by the exhaust manifold temperature. In case of starting failure, a warning signal flashes in the truck cab, indicating attention is needed. Protection against reverse rotation of the engine is incorporated in an automatic circuit controller.

Direct connection of the engine shaft to that of the compressor is obtained with a strong flexible coupling. Consisting of 2 sets of laminated steel disks with a spider mounted between, the coupling is sufficiently

flexible to take up angular or parallel misalignment, but is torsionally rigid. All undesirable backlash, resulting from pulsating compressor load and power output of the engine, is eliminated. Every coupling originally used on both bus and truck Carrier units is still operating without a single incident of failure.

Partial loads are accommodated by the automatic thermostat so that the products are always at the correct temperature.

The refrigeration unit can be installed under the chassis, out of the way and thus permitting a full payload. Model 68D2, the smaller of the 2 models, weighs but 420 lbs.; Model 68D3, the larger model, weighs but 485 lbs.; both models are but 4 ft. in length. As a result, they may be installed in nearly any unused space. For smaller trucks and trailers having under-carriage encumbrances, the unit may be installed laterally inside the body. Lateral mounting puts the unit out of the way and affords greater payload space.



Direct connection of the engine shaft to that of the compressor is obtained with a strong flexible coupling, consisting of 2 sets of laminated steel disks.

The Carrier unit, showing the compact assembly of the compressor, the small engine for power and the condenser and radiator.

DOES THE FOREIGN TRADE ZONE COMPETE FAIRLY WITH INDUSTRY?

*Third and Concluding Article of
a Series to Show Why the Foreign
Trade Zones Act Should Be Amended*

THE establishment of Foreign Trade Zones makes possible a new and discriminatory system of customs collection, regulation and supervision, applicable not only to re-export and trans-shipment business but to all imports for domestic consumption, whether these imports be taxable or duty-free. So states the Warehousemen's Association of the Port of New York in a pamphlet which has been prepared to give reasons why the Foreign Trade Zones Act should be modified.

The pamphlet quotes Article 1, Section 9, of the Constitution of the United States: "No preferences shall be given by any regulation of commerce or revenue to the ports of one state over those of another," and states that despite this provision of the Constitution, the Foreign Trade Zones Act singles out for preferred consideration in the matter of customs collection, regulation and supervision, any port in which a Foreign Trade Zone is established.

The Act provides that Foreign Trade Zones may be established at each port of entry, yet must be made by or through public corporations especially chartered by the State to conduct such zones. They, in turn, must comply with the regulations imposed by the Foreign Trade Zones Board and it is within the discrimination of that board to refuse to permit Foreign Trade Zones to be established.

As a practical matter, the establishment of Foreign Trade Zones is not possible at every port of entry, because the physical facilities required do not exist or sufficient money is not available, or the amount of business expected not great enough to warrant the venture. The expense of maintaining customs supervision alone precludes the possibility of establishing such zones in many of our ports of entry. Only ports where sufficient volume of re-export business may be expected can come within the scope of the Act.

The New York warehousemen are of the opinion that public

establishment of these zones is favored by the law at the expense of taxpayers and consumers and in detriment to long-established investments of taxpaying industry. "We have an example of this in the Foreign Trade Zone that was established and later abandoned in Mobile, and we have a glaring example of it right now in the Port of New York," state the warehousemen.

Given Preferential Rights

In the report of the Committee of Ways and Means of the House of Representatives of May 9, 1934, (Report No. 1524) the following explanation is given:

"Public corporations and private corporations are defined in subsections (e) and (f). It is to be noted that the only private corporations which are eligible for the operation of Foreign Trade Zones are ones especially chartered by the State or States in which the zone is to be established. Section 2 authorizes the Board to grant corporations the privilege of establishing, operating, and maintaining Foreign Trade Zones. Each port of entry is to be entitled to one zone, but a port of entry located in more than one State is entitled to a zone in each such State. Additional zones in a port of entry may be granted only by the Board. Preference is to be given to public corporations in granting applications."

This preferential right granted to public corporations is nothing less than a clear invitation to municipal or State governments to enter into competition with a long-established private industry with investments of billions of dollars in facilities and paying millions of dollars in taxes.

Can it be conceived that the Congress would ever knowingly pass an act giving preferential rights to any governmental agency or public corporation to go into the warehouse or trucking business or into business as weighers, packers or forwarders of goods? Such a bill

certainly would have no hope of being passed by any Congress if its true intent was clearly revealed. But the Foreign Trade Zones Act does exactly that, states the pamphlet.

There is a vital principle involved, states the pamphlet further, that affects every industry, regardless of where located. For the sake of revealing this phase of the Act, a review is given of the circumstances that led to the establishment of Foreign Trade Zone No. 1 in the Port of New York.

In the early 1920's, when the momentum of the first World War was still being felt, the City of New York, at a cost of over \$30,000,000, completed an extensive pier development on Staten Island. The subsequent decline in traffic left those piers unoccupied. The country's business was at low ebb, the relief of the unemployed was a potent argument for any scheme, and there is no question that the Foreign Trade Zone measure had its origin in the desire of the City of New York to be relieved of this unfortunate situation. Accordingly, the bill was introduced.

Congressman Celler, at a hearing before a sub-committee of the Committee of Ways and Means of the House of Representatives, on March 6 and 7, 1934, stated:

"If my bill is passed, there is under contemplation by the City of New York, I am informed by His Honor Mayor Fiorello La Guardia, our former colleague, the setting up of a foreign trade zone on Staten Island . . . he estimates that there will be immediately employed under the plan that the City of New York has under contemplation, 25,000 people."

Mr. Vinson: "You mean in construction?"

Mr. Celler: "In construction and maintenance, yes. For example, there is under contemplation the extension of various highways and conduit roads that the city has built in and near that particular
(Continued on page 59)

Personnel

Annual election of officers of the Northwest Marine Terminals Assn. at Seattle, Wash., recently resulted in the re-election of Col. W. C. Bickford, general manager of the Port of Seattle. Other officers chosen for the ensuing year are George Powell, president, Oceanic Terminals, Portland, Ore., vice-president; Fred Varnell of Dodwell & Co., secretary; and J. R. West of the Waterfront Employers' Assn., Seattle, executive secretary.—*Littlejohn.*

Coincident with his purchase of a financial interest in the Fidelity Van & Storage Co., Los Angeles, Robert Renner was named a vice-president in the firm. His previous connection was as director of the traffic relations department of Bekins Van & Storage Co., Los Angeles.—*Herr.*

R. A. Rogers has become general manager of the O. K. Warehouse Co., Fort Worth, Texas. Mr. Rogers has been with the O. K. company for several years, acting as a household goods solicitor and then as head of the household goods department. He was recently elected first vice-president of the Fort Worth Traffic Club.

Ray M. King, Syracuse, N. Y., was re-elected president of the N. Y. State Warehousemen's Assn. at its annual meeting at Skaneateles, N. Y., June 19 and 20. Elmer S. Dayer, Buffalo, was elected vice-president, and D. W. Bailey, New York City, re-elected secretary-treasurer to serve temporarily until someone able to devote the time can be found. The 1941 convention will be held at Rochester.

Ted V. Rodgers, president of the American Trucking Associations, Inc.; A. T. Wood, president of the Lake Carriers' Assn., and F. C. Horner, assistant to Alfred P. Sloan, Jr., chairman of General Motors Corp., are among those selected by Ralph Budd, head of the transportation section of the National Advisory Defense Commission, to aid the Commission in its defense plans. The appointments take effect immediately.

R. E. DeNeefe, Jr., will have charge of the traffic department of sulphate pulp and paper mills now being constructed at Mobile, Ala., for the Hollingsworth and Whitney Co.

Roy Fruehauf, vice-president in charge of sales of the Fruehauf Trailer Co., announces the opening of a new factory branch, carrying a complete stock of Fruehauf trailers and parts, at Nashville, Tenn. This branch is in charge of H. O. Folbert, who was recently transferred from the Dayton, Ohio, branch.

Announcement is also made that C. R. Robertson, formerly Fruehauf branch manager at New Orleans, has been made branch manager at Houston, Tex.

Roscoe L. Carnrike, president of the Binyon-O'Keefe Fireproof Storage Co., Dallas and Fort Worth, Texas, and also president of the Southwest Warehouse & Transfermen's Assn., has been selected by the Dallas City Council to fill a vacancy on this Council occasioned by the resignation recently of a member.

Robert J. Hendrick has been named sales and traffic manager of the Fostoria, Ohio, soybean mill of Swift & Co., having formerly been associated with the soybean mills of the firm at Des Moines, Ia., and Champaign, Ill. E. D. Hollett is mill manager at Fostoria.—*Kline.*

E. M. Busey was appointed secretary-treasurer of the merchandise division, Kansas City Warehousemen's Assn., effective June 1, with office at 815 Armour Road,

Kansas City, Mo. Weekly meetings of the merchandise division of the K.C.W.A. have been changed from Friday to Wednesday, on which latter day meetings will hereafter be held at 12.15. Correspondence or printed matter regarding merchandise warehousing should be addressed to Mr. Busey at the above address.

Arthur H. Schwieter has been appointed traffic director of the Chicago Association of Commerce to succeed the late Charles E. Hochstedler. Mr. Schwieter, a graduate of John Marshall Law School, and a veteran of the Naval radio service in the World War, is nationally known in transportation circles.

Gardner Poole

GARDNER POOLE, vice-president of the Frosted Foods Corp., New York City, and one of the outstanding authorities in the refrigeration field, died July 6 at the Peter Bent Brigham Hospital, Boston, after a brief illness. He was 63 yrs. old.

Mr. Poole was a former president of the Commonwealth Ice and Cold Storage Co., Boston, a past president of the American Warehousemen's Assn. and of the American Society of Refrigerating Engineers. He was also international chairman of the Institute of Food Technologists.

Mr. Poole was with the Boston fishing industry for many years, and during the World War served as a "dollar-a-year" man with the fisheries section of the Food Administration at Washington under former President Hoover. He was also president of the United States Fisheries Assn., serving in that capacity for 3 yrs.

He was a 32nd degree Mason and a native of Gloucester, Mass. Surviving are his widow and 3 sons, R. C., of New York; W. L., of Boston, and Roger F., of California.

Ralph J. Wood

RALPH J. WOOD, secretary of the National Furniture Warehousemen's Assn., Chicago, died at noon on July 22. Mr. Wood, who was over 70 yrs. old, was beloved by all in the warehousing field, his career being entirely connected with that industry.



Mr. Wood has been secretary of the National Furniture Warehousemen's Assn. since its inception in 1920. As secretary of the Illinois Furniture Warehousemen's Assn., prior to his connection with the N.F.W.A., Mr. Wood was largely responsible for that group's standing as the largest and most active in the country.

Besides his work with the N.F.W.A., Mr. Wood was
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LETTERS TO THE EDITOR

Traffic or Transportation?

TRAFFIC safety is being played up in nearly all daily papers as well as magazines and periodicals to such an extent that when the word "traffic" is mentioned, one can almost picture a "traffic cop" or an accident of some kind, if not a "traffic jam."

I believe the word "Transportation" has more weight and is more significant from the standpoint of a "Traffic Manager." The meaning "movement of freight" covers it more thoroughly, and when once drilled into the public, we will be removed from the street intersections, etc.

When the writer was taking a correspondence course in "traffic management," my small daughter asked if I would be a "cop" like those on the street corners that turn the "stop" and "go."

Before any legislation is passed in any State, let's have a discussion of what should be—Certified Traffic Manager or Certified Transportation Manager.

The larger cities are now employing traffic engineers. If industrial traffic men use Transportation instead of Traffic, it will place them in their proper place. Come on, write *DandW* immediately.—Harry O. Williams, Traffic Manager, Hoff-brau Brewing Corp., Fort Wayne, Ind.

The Transportation Problem in the Southwest

THE major problem facing industry in the Southwestern States is transportation, with particular reference to freight rate structures.

Present inter-territorial freight rates which apply on movements to other areas of many Southwestern manufactured and semi-manufactured goods, some agricultural products and raw materials, handicap the development of industry in the Southwest.

The Northern and Eastern sections of the United States are great consuming areas. Freight rate levels in the East and North are considerably lower, mile for mile, than are applicable within or from Southwestern territory to the Northern and Eastern buying points. One can quite readily realize and appreciate that so long as a freight rate wall exists from the Southwestern States to large consuming markets, concentration of large industry shall be in the North and East. Reversing the situation, Western Trunk Line, Central Freight Association, Transcontinental and Eastern lines exert the power of influence and money over the weak and smaller Southwestern rail carriers, and are able by various and sundry means to effect low depressed rates on manufactured products into our territory.

In Oklahoma there are only five major trunk lines, namely, the Missouri-Kansas-Texas, Frisco, Missouri-Pacific, Rock Island, and Santa Fe. What chance do these rail carriers have in re-alignment of freight rates to and from major territories, when they are vigorously opposed by such large rail carriers as the Pennsylvania, the Nickel Plate, the N. Y. Central, and other strong financial lines in the East, and the Northern Pacific, Southern Pacific, Burlington, and the Union Pacific in the West. Actual or potential manufacturers are hampered because attractive markets are re-

stricted by the creation of an artificial barrier; they are forced to absorb differentials in freight rates to market their products over this wall and are usually barred from the Nation's most populous markets. This freight rate handicap from and to Southwestern States hinders efforts to expand and diversify local industries.

Development of water navigation on the Arkansas River would give immeasurable relief to the Oklahoma manufacturers, producers, jobbers and distributors, for by this installation of water transportation, through joint rail and water rates could be established which would have the effect of reducing transportation costs, both to and from Oklahoma and other Southwestern States, and would be the ultimate incentive for the location of major industries in this territory, sadly needed at the present time.

Oklahoma, one of the Southwestern States, which are known as "The Bread Basket of America," is practically hemmed in in its industrial development on account of competition from markets on the Missouri River, the Mississippi River, the intra-coastal canal and Texas and Louisiana gulf ports. Oklahoma is, by its geographic, inherent, God-given location, and its natural resources, entitled at least to fair and equitable treatment in being able to not only produce, but market its products of mine, farm and forest, and at a relative cost with competitors in other sections of the United States.

Oklahoma has particularly suffered from lack of industrial development as to manufacture into the finished product of raw materials produced in abundance in this region. No matter how efficiently an industry operates, unless it has fair and equitable freight rates, its products cannot be delivered economically to the markets of the United States. Consequently, one can easily see the important part that freight rate structures play in manufacturing. No matter how many transportation facilities are at hand, unless freight rate structures are properly aligned, those facilities cannot be used to their utmost.

The Southwestern States are hit hard by the heavy differentials in freight rates. The tendency of the railroads in establishing market-to-market rates to meet motor truck and other competitive influences is enlarging various markets in the country to the detriment of those cities, towns and communities located between the Mississippi, the Missouri and the Gulf Coast regions. It is retarding the incentive for the location of major industries in Oklahoma, because industries can locate at points in the North and East and distribute into Oklahoma on a lower freight rate level, mile-for-mile, than is available when they are located in Oklahoma.

Our transportation system will be materially harmed, unless the various classes of service come to some amicable agreement. The situation is a public evil and must in some way be overcome.

What is most desirable, as a solution to the transportation problem, is coordination of all agencies. Also, there should be consideration of all territories, as much attention being given to rural as to others.

Ever since the Panama Canal was completed, the interior has suffered as a result of the low all-water

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FROM The Capital

Only Drivers Under I.C.C. Hours

All employees of for-hire motor carriers engaged in interstate commerce, with the exception of drivers, are subject to the hours provisions of the Fair Labor Standards Act until the I.C.C. decides whether their activities affect safety, and, if so, actually prescribes regulations governing their hours of service.

This is the position of Col. P. B. Fleming, Administrator of the Wage and Hour Division, U. S. Dept. of Labor, as stated early in July in "Interpretative Bulletin No. 9," in which the Division, since May, 1939, has from time to time interpreted that provision of the Fair Labor Standards Act which exempts from the Act's hours limitations, motor carrier employees whose hours are regulated by the I.C.C.

Hearings were started July 23 at Chicago to determine which, if any, employees other than drivers perform duties affecting safety of operations. The trucking industry contends that other types of employees, such as mechanics and dockmen, have a definite bearing on safety and should fall within the I.C.C.'s jurisdiction.

Until the I.C.C. rules on this question, all employees of common and contract carriers operating in interstate commerce, except drivers, are entitled to 30 cents an hour and time and one-half after 42 hrs. The drivers, while not entitled to overtime compensation, must nevertheless be paid the minimum of 30 cents an hour.

Private carrier drivers engaged in interstate commerce will be exempt from the maximum hour provisions of the Fair Labor Standards Act, beginning Aug. 1, 1940, when the I.C.C. regulations governing their maximum hours of service become effective. As in the case of drivers for for-hire carriers, these drivers are entitled to the minimum wage of 30 cents an hour.

The revised bulletin also stated that, since the I.C.C. expressly declined to take jurisdiction over drivers employed by wholesalers operating wholly within a State, drivers employed by such wholesalers do not come within the exemption of the labor law. However,

such drivers become exempt from the labor law's hours provisions with respect to any week during which they engage in any transportation over which the I.C.C. has asserted jurisdiction, such as transportation across State lines.

Lawmakers Urge Trade Barrier Removal

Sixty-two members of Congress joined recently in a recommendation that the House act to remove Federal and State laws which bar the flow of trade between the States.

The proposal was contained in a 16-point program designed to bring about the "speedy reduction and ultimate elimination" of unemployment. The trade barrier proposal and 3 other points received unanimous approval of the 62 members who signed the final report of the Congressional Conference on Unemployment.

In submitting the report to Congress, Representative Jerry Voorhis (D., Cal.), stated the unemployment problem "can and will be solved just as soon as enough of us sit down in dead earnest to the task with a profound consciousness that the job must be done."

The unemployment conference found that 2 causes of unemployment have been monopoly and "the existence of innumerable barriers against the free flow of commerce among the several States."

Senate Approves Bill S.3974

Unanimous approval has been given by the U. S. Senate to bill S.3974, authorizing the Government departments to use the transportation service of motor carriers at their published rates without first calling for competitive bids on each shipment.

The bill was introduced by Senator E. C. Johnson (D., Colo.) to take the place of a similar provision which was included in S.2009, to all practical purposes killed in June by a recommittal vote. Armed with a favorable report from the Senate Committee on Expenditures in the Executive Departments, Senator Johnson asked

for passage of the bill by unanimous consent shortly before the Senate recessed for the Republican National Convention. There was no objection, and the bill was sent to the House.

The House of Representatives referred it to the House Committee on Expenditures in the Executive Departments, of which J. J. Cochran (D., Mo.) is chairman. Approval of the House is expected shortly.

Senator Frederick Van Nuys (D., Ind.), chairman of the Senate Committee on Expenditures, submitted a report stating the bill's purpose was "to clarify section 3709 (U.S.C., 1934 ed., title 41, sec. 5) so that it shall not hereafter be construed as requiring advertising for bids in connection with the procurement of transportation services when the services required can be procured from any common carrier lawfully operating in the territory where such services are to be performed."

The American Trucking Association, Inc., and the Household Goods Carriers' Bureau recommended passage of the bill, the Van Nuys' report stated, to correct "an inadvertent defeat of a provision originally included in S.2009," the general transportation bill, pigeonholed by the House. Public hearings on S.2009, the report added, "failed to disclose any opposition to the adoption of this proposal," and if it had been introduced as a separate bill it "probably would have been enacted."

It is felt that unless the Johnson bill is passed by the House, the progress of the whole Defense Program will be retarded if as at present, the Government cannot take advantage of the expedited form of land transportation offered by the modern motor carrier because of necessity of advertising bids before an emergency shipment can be made. Particularly will this be true of shipments of parts from one plant to another.

The Johnson bill has been approved by the Interstate Commerce Committees of both the Senate and the House, by the Traffic Section, Branch of Supplies, Procurement Division, Treasury Dept., and is in substance worded in the same language suggested by R. N. Elliott, Acting Comptroller-General.

Reject Truck Exemption in Boston Zone

Examiner A. S. Parker has recommended that the I.C.C. reject proposals for removal of the exemption granted motor carriers operating within the Boston metropolitan area.

Recommendation of the establishment of a commercial zone was made. This included Boston, Winthrop, Chelsea, Revere, Everett, Malden, Medford, Somerville, Cambridge, Watertown, Brookline, Newton, Needham, Dedham, Milton and Quincy, Mass., within which motor carriers would be exempt from I.C.C. regulation of their rates. The carriers would also be relieved of the necessity of obtaining I.C.C. authority to operate.

A recommended order previously was submitted to the Commission by Examiner P. R. Naefe, who proposed that the exemption be removed. Following oral argument on Mr. Naefe's recommendation, the question was referred to Examiner Parker for a further hearing to determine whether removal of the exemption was necessary. Mr. Parker's recommendation reverses that of Mr. Naefe.

It is understood that New England motor carrier groups will file exceptions to the new proposal in an effort to have it set aside.

Motor carriers in the Boston area had sought complete removal of the exemption, contending that some carriers were guilty of rate chiseling within the area so as to get shipments to or from points outside the area from the same shipper or consignee. All those testifying, however, "refrained from divulging names of carriers involved for fear of implicating them in a prosecution for some possible infraction of the law," the examiner stated.

One carrier testified, the examiner stated, that conditions in the motor carrier industry outside the Boston area are "slowly improving" but that "his own business inside the area is slowly going to pieces," because of the alleged rate condition.

Mr. Parker remarked that the recommended order permitted "consideration of a partial removal of the present partial exemption," but he contended that the complete removal could not be granted "without a concrete showing of the practices deemed to be repugnant to the proper administration of the law." General statements that "certain devices" are resorted to, he added, will not suffice. "Evidence submitted by carriers seeking removal of the exemption is lacking in the factual essentials necessary to establish the impracticability of carrying out such policy, with the

presently existing partial exemption granted by the Act," the examiner stated. "It is not convincing that transportation by motor vehicle, in interstate or foreign commerce, for hire, in and around Boston should be treated any differently under the provisions of the Act, than at New York, Chicago, St. Louis, or Philadelphia for which commercial zones have been defined."

I.C.C. Investigates Truck Merger

Hearings were started on July 15 before the I.C.C. on one of the largest trucking unification plans ever to come before the Commission.

Witnesses before J. E. Davey, chief of the finance section of the Commission's Bureau of Motor Carriers, put into the record the first day the story of how the Transport Company, financed by Kuhn, Loeb & Co., would become one of the dominant highway transportation organizations in the country.

The witnesses emphasized the fact that the trucking companies which would not be merged with the Transport Company were larger than those to be absorbed. Taken together, these other companies, the witnesses said, would have a larger volume of the total business. All of this testimony was given as a result of the anti-trust laws, which were invoked during the corresponding period in the history of American railroad development.

The unification involves financing aggregating \$23,000,000 and about 50 trucking companies. The proposal is to pay \$17,194,644 in cash for the companies merged; \$5,103,765 in common stock, and \$388,737 in preferred stock.

The unified system would blanket a large part of the Eastern seaboard from Georgia to Massachusetts and Westward as far as Western New York and Pittsburgh.

Charles B. Colpitts, an engineer, testified generally as to the property of the involved companies, dividing them into what he called the Carolina lines, Eastern Virginia lines, Tennessee and Western Virginia lines, New England lines, New York State lines, New York City lines and rental lines, the latter being those which furnished equipment for use by others.

Mr. Colpitts said there was interchange of freight among the lines involved as with lines not included in the proposed transaction. He said there were gaps in the proposed system which it was intended to fill.

H. B. Horton, president of the Horton Motor Lines, the unit for

which nearly \$4,000,000 is proposed to be paid, the largest single sum involved, stated that he got into the business by being a receiver for lines which he later bought. His lines, he stated, have 81 trucks, 225 tractors and 213 semi-trailers.

Dallas-Portland Routing Sought

An application for a permit to operate a motor freight truck line between Dallas and Portland, Ore., has recently been filed with the Interstate Commerce Commission by the English Freight Co.

Contracts have already been signed for the line, which calls for a consolidation service between the English Fast Freight, a California corporation and the English Freight Co. of Dallas, with connections at El Paso. The line calls for a route of 5,800 running highway miles, and will be the largest line of trucking operation in the Southern portion of the United States.—Smith.

I.C.C. Proposes Joint Rate Cancellation

Joint rates of motor carriers and forwarding companies scheduled to be cancelled in Central territory will now be in effect until Sept. 1, according to an order issued by the I.C.C.

This is good news to a large number of motor common carriers in the Central territory, and affects a sizable block of business of shippers scheduled to be cancelled.

Decisions of courts recently have ruled out the forwarder rates with the motor carriers. An attempt earlier was made by the forwarding companies to put into effect proportional rates, but a decision of the United States Supreme Court reversed a 3-judge court decision and upheld the order of the I.C.C. which had ruled that these proportional rates were unlawful.

Originally these rates between Chicago and points in Wisconsin were declared to be legal by an I.C.C. examiner at a hearing in Chicago. His decision was reversed by Division Five of the I.C.C. and upheld by the Commission. A 3-judge Federal court in Chicago then reversed the I.C.C. decision, declaring the rates legal. The I.C.C. then appealed to the United States Supreme Court and oral hearings were held. The Supreme Court declared the rates unlawful. The rates once before had been declared unlawful.

It is hoped that by postponing the effective date of the cancellation that one of 2 bills now before Congress to bring the forwarders under Federal regulation may be enacted.

WATERWAYS AND TERMINALS

Hawaiian Pineapple Co. Warehouses

Hawaiian Pineapple Co.'s 2 new warehouses at its Honolulu plant, were expected to be completed late in July. The new warehouses provide 164,700 sq. ft. of additional storage space for canned foods and supplies. The new plants, involving an expenditure of \$285,000, are expected to be used at the peak of packing operations this summer, and will make possible a more even flow of the canned product to the mainland throughout the year.

Busiest Lake Steamer

The L. E. Block of the Inland Steel Co. fleet, operated by Hutchinson & Co., Cleveland, was revealed as the busiest lake ship during the 1939 navigation season. She carried the largest cargo, 17,615 tons; led in season tonnage with 482,516 tons; topped miles covered with 51,088, and was first in mile-tons with 386,733,664.

Fort William-Savannah Salt Load

The motorship *Cleveland* recently carried a cargo of salt cake from Fort William, Ont., to Savannah, Ga.

Large Increases in Marine and Insurance Rates

Large increases that have occurred in certain marine freight and insurance rates since the outbreak of the war have added materially to the delivered cost of some of the principal commodities imported into the United States.

This is brought out in a report issued by the U. S. Tariff Commission which shows the relation of current to pre-war transportation costs for imports of some 200 commodities that are important in the economy of the United States. For many of the commodities, freight costs even before the war amounted to a substantial part of their value, this being particularly true of goods of low-unit value, bulky commodities, and articles of moderate worth that require substantial packaging. War-time increases in ocean freight costs and war risk insurance rates for the shipment of these goods from overseas origin to the United States are shown in the report. Wide variations in the increases exist as between different communities and different trade routes.

For example, among the several strategic and critical war-time materials, manganese ore from Russia and the Gold Coast of Africa now carries freight charges more than double pre-war charges, and bauxite, which is imported from Surinam (South America), has borne substantial rate advances; before the war the ocean freight amounted to about 40 per cent of the value of these minerals. Rates on rubber and tin, our imports of which come almost entirely from British Malaya and the Netherlands Indies, have advanced 20 per cent, but the ocean freight amounts to only a small per cent of the value of these materials. Freight rates on wool from Argentina have advanced about 30 per cent, while from British India, the other principal supplying country, ocean rates have increased 70 per cent.

The ocean freight increases since August, 1939, have

been by no means uniform, even for products that come from countries located in the same geographic area. The rate increase in ocean freight rates appears to be more or less in inverse proportion to the danger involved in carrying the goods. For example, allowing for depreciation of about 15 per cent in the British pound, the general increase in rates from the United Kingdom to U. S. North Atlantic ports amounts to about 13 per cent, whereas from Italy to the same destination general increases totaling 75 per cent have occurred, and from the Philippine Islands to United States Pacific ports, in addition to a general increase of 20 per cent, specific increases ranging upward to 90 per cent have been effected on a number of important commodities.

In contrast with the increases in ocean transportation rates, general increases in railroad rates from Canada and Mexico to United States destinations have not occurred since the beginning of the European war. In terms of United States currency, rail rates in Mexico are lower now than before the war, owing to depreciation of the Mexican dollar. This is not true of Canada, since the rail rates to this country are based on the United States dollar.

The commodities shown in the Tariff Commission report are those that led in both aggregate value and quantity among more than 5,000 import classes for the last calendar year prior to the European war. The report lists products, the imports of which in 1938 were valued at about \$1,500,000,000, weighing approximately 34,500,000 tons; the coverage represents 77 per cent of the value of total imports in 1938.—*Manning*.

Pacific Import Liquors

The Transcontinental Freight Bureau authorized publication, effective July 12, of a 30,000-lb. carload rate of \$1.63 per 100 lbs. and a less-carload rate of \$2.75 per 100 lbs. on alcoholic liquors from Pacific Coast ports to rate basis 4, 5 and 6 destinations. The rates, however, are to be restricted to shipments originating in the Philippine or Hawaiian Islands.

New Norfolk Tidewater Terminal Office

James A. Moore, vice-president of the Norfolk Tidewater Terminal, Inc., which company for the past 15 yrs., has operated the U. S. Maritime Commission Terminal at Norfolk, Va., announces that the company has opened offices in 401-2 Bankers Trust Building, Norfolk, Va.

In recent competitive bidding for the renewal of the lease at the Maritime Commission Terminal, another company made a higher bid and was consequently awarded the property effective July 1.

During the 15 years the Tidewater Co. has been in existence in Norfolk, Mr. Moore advises business contacts have been developed with a great many friends who desire the Tidewater Terminals to continue to look after their interest at the Port of Norfolk, and Mr. Moore's activities for the time being will be di-

rected in that channel, but he advises he soon expects to announce the leasing of waterside terminal and warehouse facilities where the future business of the Norfolk Tidewater Terminal will be conducted.

Dr. W. B. McKinney of Philadelphia will continue as president of the company and the New York office will continue at 17 State St., Bowling Green 9-4694, with Arthur Link as general freight agent representing the company in New York.

First Canadian Ore Cargo

What is believed to be the first cargo of Canadian iron ore ever received in the Port of Cleveland was brought in late in June by the steamer Goderich of the Canada Steamship Lines, to be taken by rail to the Republic Steel Corp. mill at Canton. The steamer unloaded over 8,600 tons of the Canadian ore.

Adds 2 Barges

The Union Barge Line, operating a weekly barge service between Pittsburgh and New Orleans, will add 2 tank barges to its fleet. These are now under construction by the Dravo Corp. at the Neville Island yards, and will be 195 ft. long, 35 ft. wide, 9 ft. 6 in. deep, with a capacity of 9,000 bbls. They will be used in the movement of gasoline products.

Tin Plate Cargo

The steamer Sioux recently loaded at Chicago a full cargo of 2,500 tons of tin plate being supplied by Inland and Youngstown for delivery to eastern Canada. It is understood that plants of the General Foods Corp. will receive this traffic.

Crude Rubber

It is learned that the standing rate committee of the Transcontinental Freight Bureau has issued a "not recommended" report on application 22588, proposing establishment of a 55-cent per 100 lbs. rate on import crude rubber from the Pacific Coast ports to rate basis 2 points on carload minimums of 80,000 lbs.

Under present tariff arrangements, a 50,000-lb. carload rate of 83 cents per 100 lbs. applies on crude rubber to rate basis 2 points and West. The standing rate committee took the position that ocean rates on crude rubber from Singapore to Pacific Coast ports are only slightly lower than the ocean rate from Singapore to Baltimore and that if rubber importers desire to make greater utilization of Pacific ports of entry, it would be necessary for them to obtain a shrinkage in the Pacific Ocean rate rather than a reduction in the transcontinental rail rate as a means towards obtaining equalization. The committee pointed out that the rail rate from Baltimore to Akron, a distance of 420 miles, is 40 cents, whereas from the Pacific Coast to Akron, the haul would be 2,500 miles, for which a rate of 55 cents is inadequate.

Ottawa Silica Sand

Stoppage of shipments of Silica Sand from Belgium is expected to greatly stimulate movement of this commodity from Ottawa, Ill. It is reported that a substantial tonnage is to be shipped from Ottawa to Canadian destinations.

Zinc Concentrates

The New Jersey Zinc Co. has advised the Southern Ports Foreign Freight Committee that in connection with the proposal for a special rate on import zinc concentrates, it will desire a similar rate arrangement for its smelters at Depue and Howe, Ill. As previously indicated in this column, the Southern Ports Commit-

(Continued on page 75)

FEDERAL MOTORSHIP CORPORATION

1602 Marine Trust Bldg.

BUFFALO, N. Y.

522 Fifth Avenue
New York, N. Y.

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Factories ON THE MOVE

Johns-Manville Products Corp., Newell, Ohio, has announced plans for transfer of the plant to Zelienople, Pa., on or about Jan. 1, 1941. The Newell enterprise will become part of the Johns-Manville plant, formerly the Iron City Sanitary Mfg. Co., now operating at Zelienople. Established April 1, 1937, the plant at Newell employs approximately 30 persons in the manufacture of fire brick and acoustic tile. Key employees will be transferred to Zelienople.

Carter Products, Inc., New Brunswick, N. J., manufacturer of patent medicines, has purchased 18 acres of city-owned property at New Brunswick, which will be improved with a one-story factory building of 100,000 sq. ft. The building is the initial unit of several which will be erected by the Carter firm on the site at a cost of \$500,000. When completed, it was stated, the entire project will house the staffs of several large plants now in Jersey City. The first unit is expected to be ready for occupancy late in the winter, and 175 men will be employed there.

Pittsburgh Steel Co. was reported recently to be negotiating with Carnegie-Illinois Steel Corp. for the purchase of part of the latter's plant at Monessen, Pa., known formerly as the National Works. The National unit was used for making hot rolled tin plate, and had an annual capacity of 102,000 tons of black plate for tinning and 98,700 tons of tin plate. The National works was shut down by the U. S. Steel Corp. unit when the cold reduction tin plate unit was placed in operation at the new Irvin works near Clairton, Pa., and has been idle since. The current negotiations do not involve the entire plant, and it is not yet known which parts Pittsburgh Steel will buy. The sale would be in line with U. S. Steel's announced plan of disposing of properties which are no longer required by its subsidiaries.

City Council action in Rochester permitting changes in zoning restrictions in 2 sections of the city, revealed that Montgomery Ward & Co. plans to erect 2 large stores there on land leased from the University of Rochester. No official figures on the amounts involved in the real estate and construction fields were available, but the University statement said that the investment would be between \$1,000,000 and \$2,000,000.

Conmar Products Corp., Bayonne, N. J., manufacturer of slide fasteners, has purchased the 4-story building and 5 acres of surrounding grounds, formerly occupied by the Waterman Fountain Pen Co., at Thomas Street, Newark. The slide fastener firm will move its entire manufacturing and office facilities to Newark within a 6 or 8-month period. The new plant has 250,000 sq. ft. of floorspace. The factory move will affect more than 1,200 employees, including engineers, draftsmen and toolmakers engaged in developing machinery required in the manufacture of slide fasteners. The new plant will have quarters for a cafeteria, rest rooms, recreation facilities and a baseball diamond.

The Bethlehem Steel Co., plans to increase the facilities of its Key Highway plant, Baltimore, at an estimated cost of \$500,000. Details of the expansion program became known in connection with action by the city to close a stretch of water-front street to facili-

tate the plant enlargement. The improvement will be made through utilization of the approximately eleven-acre tract of land the concern acquired last year south of the present plant. With 1,800 men now on the payrolls, it is anticipated that when the new facilities are operated at capacity it may be increased to about 2,500 men.—*Ignace.*

The Joseph E. Lewis & Co., Inc., 1218 Warner Street, Baltimore, manufacturer of tube-bending machinery, copper, brass, steel coils and bends, etc., will erect a new one-story structure on Carroll and Cleveland Streets. The new plant will provide the concern with more than one-third more space than it now occupies at its present quarters.—*Ignace.*

Expanding business of the Fleetwing Inc., airplane factory at Bristol, Pa., has forced the Hall Aluminum Aircraft Corp., which leases part of the Fleetwing plant, to leave for other quarters. The Hall Aluminum Aircraft Corp. is constructing a new \$5,000,000 factory in Dallas, Tex., where it will build three bombers, pursuit and combat ships for the United States Army and Navy. Hall Aluminum is an affiliate of the Aluminum Company of America and moved to Bristol from Buffalo, N. Y., 5 yrs. ago, operating chiefly on Government contracts. It has just completed 7 twin-motor biplane flying boats for the Coast Guard at a price of \$862,499. The new plant, it is reported, will employ about 5,000 men.—*Lansing.*

Construction of 2 buildings for the Rare Chemical Co., pharmaceutical products, was scheduled to begin July 22 at a site in Middlesex, N. J., purchased by the company. Erwin T. Fritzsche is president of the concern, which has been located near Yonkers, N. Y. In order to be near its new site, the company is occupying offices temporarily in the Union Building, Plainfield, N. J. The two new buildings, together with the plot, which is 500 by 200 ft., are expected to cost about \$100,000. The main building, 60 by 220 ft., will be mostly one-story, although a second floor for offices will cover more than a quarter of the building's area. A smaller building, 60 by 120 ft., also to be used for manufacturing, will be convenient to a railroad siding. The construction is expected to be completed within 4 mos.—*Jones.*

Harvill Aircraft Die Casting Corp. has awarded contract for rush construction of a \$131,000 factory on a site adjacent to Los Angeles Municipal Airport. Occupancy is expected by Sept. 1. The new building is designed to measurements of 160 by 320 ft. An office building of 2,400 sq. ft. will adjoin the main factory structure. Glass will be featured in the factory design, with side walls of all-glass construction. The firm has made appropriation for \$50,000 worth of new machinery for the new plant.—*Herr.*

Allmetal Aircraft Co. has filed articles of incorporation with the California Secretary of State, and contemplates the start of work on its first plane in leased quarters at Alhambra, Calif., by Aug. 1. Plans for a new factory building for occupancy this fall are under consideration. The company proposes to build all-metal training planes for military and private use.—*Herr.*

(Concluded on page 88)

..... THE PARADE OF

New Products

ARMOUR & CO., Chicago, has announced a new synthetic drying oil, derived from soya bean, cottonseed, corn or sardine oils. The process is revolutionary in conception and effect. By its means, the highly efficient drying agents needed to mix paints, varnishes and enamels are separated out by the distillation of fats and oils. In the 31st St. plant of the company has been built a distillation unit which has a production capacity of 15,000,000 lbs. of separated fats and oils a year. This new unit represents an investment in research and equipment of several million dollars. Experimentation in the distillation of oils was begun about 7 yrs. ago.

National Carbon Co. this Fall will introduce Trek, a new alcohol-type anti-freeze, as a companion to Prestone. The new product will sell for \$1 a gallon, compared with \$2.65 for Prestone.

Balfour Gibson Inc., has begun the manufacture of a disinfectant and deodorizer, the product being marketed under the trade name "Hy-San," in the plant which it has opened at 405 West Lombard St., Baltimore.—*Ignace.*

The **KBR Milling Co.** elevator at Marquette, Kans., has been purchased by the **Rodney Milling Co.**, Kansas City.—*Schulte.*

Mars, Inc., Chicago, has under construction a 20,000-sq. ft. addition to its Oak Park, Ill., plant.

Hoard's Creameries, Inc., Fort Atkinson, Wis., has purchased the **Whitewater, Wis.**, condensary of **Libby, McNeill & Libby.**

Dry-Pack Corp., New York City, has constructed a plant at **Sodus, N. Y.**, for the dehydration of fruits and vegetables. The company expects to start branch plants in Texas and Washington, if conditions warrant.

The **Calvert Lamp Co.**, makers of desk, floor and special lamps, has moved from 300 East Federal St., Baltimore, to larger quarters at 222 North Eutaw St., Baltimore. New equipment is to be added to the firm's production facilities. This company, which is a subsidiary of the **Maryland Metal Spinning Co.**, is said to be the only maker of lamp fixtures south of New York.—*Ignace.*

Brown Vintners Co., Inc., of New York City, has purchased, through a receiver's sale, the **Baltimore, Md.**, **Gwynnbrook, Md.**, properties of the **Hunter Baltimore Rye Distillery, Inc.**, whose rectifying plant and gin distillery is located at 1900 East Fort Ave., Baltimore, and distillery at **Gwynnbrook, Md.** The **Hunter Baltimore Rye Distillery, Inc.**, was a subsidiary of **McKesson & Robbins, Inc.**, of New York City, N. Y.—*Ignace.*

The **Schenley Distillers Corp.**, of New York City, N. Y., one of the nation's larger distillers, has purchased the **Oldetyme Distillers Corp.** This latter concern has been operating a distillery at **Cedarhurst, Md.**—*Ignace.*

The **Glenn L. Martin Co.**, Middle River, just outside Baltimore, one of the world's largest aircraft manufacturing concerns, has equipped space in the **Canton Co.'s Colgate** warehouses at **Leland Ave. and Ponca St.**, for the manufacture of a self-sealing airplane tank. The company now has a backlog of orders in excess of \$100,000,000, and has just completed an arrangement with the **Anglo-French Purchasing Commission** for all the bombing planes of a special design it can produce during the next year and a half.—*Ignace.*

Rejuvenation of the depressed cod fishing industry of New Brunswick's north shore is anticipated following official opening of the **Gorton-Pew (New Brunswick), Ltd.** \$200,000 fish processing plant at **Caraquet, N. B.**—*Carmichael.*

D. B. Finn, Deputy Minister of Fisheries of New Brunswick, announces that in connection with the Dominion Government's plan to assist the lobster industry, warehouses probably will be taken over by the Fisheries Department at **Shediac, Charlottetown, and Halifax** for the storage of canned lobster. These lobsters, about 55,000 cases, will be purchased by the Government, which will then seek a market to replace that lost in Europe because of the war.—*Carmichael.*

Joseph Dumato and associates have sold the **Ne-Hi Bottling Co.**, **Fort Wayne**, to a corporation organized with \$100,000 capital, which plans to enlarge facilities and purchase several more trucks. **Donald H. Jones** is president of the new corporation; **Joseph Morley**, secretary, and **F. J. Trautman**, treasurer.—*Kline.*

Recently organized **Ohio Grape Juice Assn.** is planning to establish a \$100,000 cooperative grape juice plant at **Geneva, Ohio**. The association has issued 2,000 shares of common stock at \$100 a share. The cold storage phase of the processing will be handled by the **Lake Erie Milling Co.** Approximately 14,000 tons of grapes are available in this area each fall. Incorporators of the association are: **A. H. Mitchell, Walter C. Behm, Russell Horner, Roy Woodworth, Julius Roemer, H. P. Reigert, and A. C. Newton.**—*Kline.*

Melrose Food Products, manufacturer of jams and jellies, has leased the one-story brick building at 33-72 **Eleventh St., Long Island City, N. Y.**

First move toward expanding **Standard Brands'** activity in the liquor field, recently hinted to stockholders, materialized with acquisition by **Fleischmann Distilling Corp.** of **Daviess County Distilling Co., Owensboro, Ky.**

Cessna Aircraft Co., **Wichita, Kans.**, pioneer airplane manufacturer of the Middle West, announces an expansion program to begin at once which, eventually, will result in doubling the size of the present plant. The first unit, an assembly building of 25,000 sq. ft., will be constructed of fireproof brick and steel.—*Schulte.*

Consolidated Flour Mills Co., **Beacon Bldg., Wichita, Kans.**, announces that the first storage terminal elevator to be built in **Wichita**, with a million bu. capacity, will get under construction at once. The elevator will
(Concluded on page 71)

Motor TRANSPORTATION

Freightways First Over New Bridge

In connection with the dedication of the new floating pontoon bridge on Lake Washington, Seattle, Wash., the longest of its kind, the Consolidated Freightways on July 2 was accorded the honor of having the first motor freight transport over it. A Diesel 6-wheeler pulling a specially designed lightweight 6-wheel trailer was selected for this honor. This combination is equipped with 22 balloon tires.

This new 4-lane, 45-ft. wide bridge and connecting roadway brings shippers closer to Eastern Washington and Spokane from Seattle. The roadway leads directly from Eastern Washington through Snoqualmie Pass to downtown Seattle. A continuous flow of traffic is afforded by numerous overcrossing and undercrossing structures at points of major intersecting thoroughfares.

The entire bridge is anchored in position, both transversely and longitudinally, by means of steel cables and concrete or steel anchors to withstand a 90-mile wind and accompanying waves. These steel cables are attached to the pontoons by structural steel devices placed in the interior of the pontoons and so arranged as to allow adjustment on the length of cables. At their outer ends, the cables are attached to anchors.

The bridge has a floating, movable span which affords a 200-ft. clear opening for large vessels. At each shore line, a 200-ft. opening is provided with a little over 30 ft. of clearance for smaller pleasure boats.

The 25 pontoons are constructed entirely of reinforced concrete. They weigh about 25,000 lbs. per lineal foot and are cellular flat-bottomed boats made up of rectangular cells, approximately 14 ft., 6½ in. center to center with outside walls 8 in. in thickness.

Changes in Lay-over Pay of Cal. Truck Drivers

The most substantial changes in the new wage scale agreement between the Highway Drivers Council of California and the Truck Owners Assn. of California occur in the matter of lay-overs. The new agreement, which is now in force, provides that drivers, when



The pontoon bridge on Lake Washington, Seattle, on the day of its dedication when the large Consolidated Freightways Diesel 6-wheeler was accorded the honor of being the first motor freighter to cross it.

held away from home terminals, shall be paid as follows:

No reimbursement for the first 15 hrs. after work is performed; when a complete shift is not worked in the next 15 hrs., 50 cents an hour for the first 9 hrs. of the 24-hr. period; \$2.50 for subsistence when a holdover occurs on a Sunday or holiday; for the second 24-hr. period, \$8 per day minimum, or the option of being "dead-headed" to his home station. When such a period follows a Sunday or holiday, the driver is to be paid at the rate of 50 cents per hour, or subsistence for the first 9 hrs. When he is held over before completion of a run, the pay is 50 cents per hour for waiting time, not to exceed one waiting period of 4 hrs. in any one day. All dead-heading is to be paid at half-scale. —Herr.

POSITION WANTED

As general warehouse man, foreman, bookkeeper, or assistant manager. Have had 16 yrs. previous experience. Best of references.

HENRY HARFST,
44 Harmon St., Jersey City, N. J.

A.T.A. Survey for Truck Equipment

Affiliated State groups of the American Trucking Associations, Inc., have begun a nationwide survey of available motor equipment to show the number, kind and capacity available for movement of government purchases, etc., when the national preparedness program is thrown into high gear.

Ruppert Brewery Buys 200 Macks

The Jacob Ruppert Brewery, New York, has placed an order for approximately 200 Mack trucks, involving more than \$500,000.

Freight Forwarder Relief Possible

Temporary Congressional relief for freight forwarders from an I.C.C. order, which would have become effective July 20 to deprive them of an estimated 40 per cent of their tonnage, seemed likely the early part of July when Senator Wheeler indicated Congress might be asked to adopt a joint resolution directing the Commission to postpone its order indefinitely.

Permanent legislation to regu-

late forwarding companies was problematical, at least for this session, and Senator Wheeler, who is chairman of the Senate Interstate Commerce Committee, said he flatly opposed any temporary or "stop-gap" bill.

The only other course open—aside from the resolution—would be for the Commission to postpone its order voluntarily, but that was blocked when Joseph B. Eastman, I.C.C. chairman, in his testimony before a sub-committee on the forwarder bills, declared the Commission will not take such action. Mr. Eastman urged enactment of temporary legislation to give the Commission jurisdiction over forwarders' rates and thus preserve tariffs naming joint rates between forwarding companies and motor carriers. The Commission's order holding them to be illegal was upheld by the Supreme Court recently, but the I.C.C. deferred its order, striking the tariffs out, from June 11 to July 20.

Chairman Eastman emphasized the harm that would be caused many motor carriers and shippers, as well as the forwarders, if the present joint rate arrangements become ineffective. Senator Wheeler then pointed out that there was no chance for enactment of permanent legislation at his session to preserve the situation and asked Mr. Eastman whether the I.C.C. itself could keep the rates in effect by postponing effectiveness of its order until the next session.

Mr. Eastman replied that there was "some doubt" over validity of the I.C.C.'s action in postponing its order after the Supreme Court had affirmed its legality. He added that the Commission "went as far as it could properly go" in granting that postponement and expressed the belief that no new postponement would be granted.

Mr. Eastman recommended enactment of S.4096, a short-form bill, as a temporary measure and proposed that it be amended so as to authorize forwarders to establish joint rates only with motor carriers. Its practical effect, Mr. Eastman said, would be to enable forwarders continuing their present joint rates and at the same time empowering the Commission to change the divisions, if it should find them in need of adjustment.

\$8 a Day for Oakland Drivers

The Oakland, Cal., teamsters' strike which lasted 30 days and brought drayage to a standstill for that period, resulting in great loss of business and wages, was finally settled with a victory for the union that will make for increases in operating expenses. The contract

finally signed by the A. F. L. Brotherhood of Teamsters, Local 70, and the Alameda County Draymen's Assn., gives the men wage increases, shorter hours, vacation with pay, overtime, and other gains.

Drivers, packers, and warehouse foremen now get \$8 a day, warehousemen get \$7.50 a day; minimums are now from \$7.50 to \$8.50, which is a 50-cent increase per day over former wages. Men originally asked for \$1 a day increase. In addition, time-and-one-half must be paid for all overtime, including Sundays and holidays; several additional holidays have been added to the "overtime" list; all men get one week's vacation with pay; if a driver takes out a truck for any part of a day, he must receive a full day's pay. The contract is for 3 yrs. and runs to June 3, 1943.

A contract has also been signed between the San Francisco teamsters' union and the Draymen's Assn., which gives helpers a 50-cent a day increase, or \$7.50 a day. The San Francisco wage schedule is a minimum of \$6.50 to \$9.00 a day. The contract runs to June 28, 1943. While truckers in San Francisco are now signed up with the local Teamsters' Union, the San Francisco furniture movers are not a part of this agreement. It is not known as yet if union demands are to be made on this group, but there is some apprehension that the Oakland teamsters' victory may encourage such demands.—Gidlou.

Must Buy Fuel in Va.

A notice informing all certificated motor carriers in Virginia of the new law requiring them to purchase in Virginia gasoline commensurate with the mileage traveled on the highways has been sent out by the State Corporation Commission.

The letter notified the carriers that the Commission requires a

detailed report on operations between July 1 and Sept. 30, 1940, to be filed not later than Oct. 20.

The report must show total miles traveled within and without Virginia; the miles traveled in Virginia only; the total gallons of motor fuel purchased, and percentage of total operations in Virginia.

Under the law, if a truck line has 60 per cent of its mileage in Virginia, it must purchase at least 60 per cent of its fuel in the State.

The purpose of the act was to make sure that all operators pay their full share of the 5-cents-per-gallon road tax on motor fuel.

Diesel Fuel Tax in Va.

A new Diesel motor fuel tax act, enacted during the recent 1940 session of the Virginia Legislature, went into effect in that State July 1. Under terms of the measure, fuel used in Diesel propelled motor vehicles becomes subject to the same 5-cents-a-gallon tax applicable to gasoline.—Jones.

5-Stroke Engine Demonstrated

A super-oxygen-charged 5-cycle combustion engine was recently demonstrated at the shop of the Vancura Rolls Royce Machine Co., Long Island City, N. Y. According to Alfred Schwartz, who made the demonstration, the engine uses 30 per cent less fuel and will operate with furnace oil and butane or propane gases or any one of several other fuels. The Schwartz engine has a fifth stroke for high-pressure injection of cooled compressed air after the closing of the intake valve.

A 6-cylinder engine was used in the demonstration. A high-pressure compressor and a dual carburetor had been built in.



The Clark & Reid Co., Inc., Cambridge, Mass., has just added this Mack tractor and Herman van body combination to its fleet. The body is the Model FS 1,300 and has an interior capacity of 1,300 cu.ft. The length is 23 ft. 8 in., the height, 8 ft. 4 in. and the width, 7 ft. 5 in. The weight without load but with all mechanical equipment is 5,600 lbs.

The body is constructed entirely of steel, electrically welded into one solid unit. The frame and body are built together. There are no underframing members. The interior is lined with 1/4-in. veneer paneling. Tie-hooks are recessed in the wall to give protection to the load. The floor is of tongue and grooved oak, sanded and shellacked.



The new 1½-ton Model 306 Diamond T has a bigger engine, more power and more torque. The gross rating is 11,000 lbs. Chassis price, f.o.b. factory is \$695. The horsepower rating is 28.36; maximum torque is 170 lbs. ft. At 3000 r.p.m., the engine develops 73 actual horsepower. Faster acceleration, about 30 per cent, is claimed. Hill-climbing ability in high gear is also stepped up. Wheelbases are available for 8, 10½, and 12-ft. bodies, the 8-ft. being standard.

Predicts Doom of Freight Forwarder Service, Unless—

The "so-called" freight forwarder service, which retail merchants have found necessary to the proper conduct of their business is headed for its own funeral, in the opinion of A. J. Kelley, president of General Carloading Co., Inc., Chicago.

Either the forwarders must be properly regulated or retailers will be deprived of this service, Mr. Kelley believes. At the recent mid-year convention of the National Retail Dry Goods Assn. in Chicago, he discussed the situation and urged the store traffic managers before whom he spoke, to work for proper regulation of the forwarders before it is too late.

"If you want a continuation of the service," he said, "you should at once communicate with your Senators and Congressmen in Washington, asking them to work for regulation of the forwarders as common carriers, subject to the jurisdiction of the Interstate Commerce Commission."

The forwarder service, Mr. Kelley recalled, was brought into being because of the generally prevalent railroad attitude of paying no attention to requirements of shippers or receivers of l.c.l. freight.

"Eight and 9-day service between New York and Chicago was usual, while other points were served in like manner," he said. "Complaints as to service, as well as suggestions as to betterment, while politely answered, were actually pigeonholed and no action taken. When the idea of forwarder service was conceived and put into operation, the l.c.l. shipper and receiver saw at last the ray of hope for which they had long waited."

Railroads at first paid little attention to this development and it was allowed not only to grow but was even fostered, he added, and

as time went on, several large railroads even acquired stock ownership. Eventually the feeling prevailed that the forwarders were actually the l.c.l. departments of the rail lines.

"The advent of the motor truck began to change this picture," he continued. "Forwarders could go farther afield for business and a mad scramble began of cut rates and other practices which gave the industry generally an unsavory reputation. This culminated in an investigation into the situation by the I.C.C. and its final decision that forwarders had the status of shippers, were not common carriers, and as such, any rates or tariffs on file by them were illegal and should be stricken from their files."

Skipping a maze of details and reasons for this decision, Mr. Kelley said the situation today entails 2 possibilities: either the continuance of the forwarder (properly regulated by law administered by the I.C.C.) or the return of the l.c.l. shipper and receiver to the "tender mercies" of the railroads and their "hit-or-miss service, without the personal regard for requirements that was and is impregnated in forwarder service."

"I hold no brief for the abuses that were allowed to continue in forwarder operations," he said. "They were there; they should not have been there; they should be removed. By the same token, I hold no brief for some of the railroads' proposals as given in testimony before the Senate committee on interstate commerce, which is considering legislation to properly regulate the whole forwarder industry of the country."

Some shippers and receivers, he declared, are making the mistake of not wanting the forwarder clas-

sified as a common carrier, so that they can continue enjoying cut rates from his status as a shipper.

"This cannot be," he said, "for if no legislation is passed, or refusal to classify the forwarder as a common carrier is the final outcome, then the forwarder prepares for his own funeral and shippers and receivers can attend."

The forwarder is a common carrier under the common law but not under transportation law, Kelley said, adding "He assumes all the liabilities of a common carrier but can enjoy none of the privileges. The worst that can happen to shipper or receiver, if the forwarder is declared a common carrier, is that he will pay no more than the l.c.l. rate on his traffic. He will continue to enjoy free pickup and delivery allowances; he will continue to get carload service saving of time and less handling in transit; he will continue to keep down his claims and he will, generally, continue to enjoy the privileges which he welcomed in the dark days when he did not know what to do to get real transportation service. I say the worst in the way of rates will be the actual l.c.l. rail rates; I believe there will be a scaling down of 4-3-2- or some such arrangement, if proper legislation is passed.

"Do not expect Utopia, however, and I am not too sanguine that you can expect anything. The whole situation is in the hands of Congress. If retailers want a continuation of the service, then communicate your wishes to your representatives and senators. Ask them to work for proper regulation of all forwarders as common carriers and subject to the jurisdiction of the Interstate Commerce Commission."

—Slawson.

Fire Extinguishers Required by Aug. 1

Motor trucks owned by private operators must be equipped with fire extinguishers, according to a ruling of the I.C.C., effective Aug. 1.

To comply with the regulations, the extinguishers must meet the following specifications: they must be "of a type inspected and labeled by the Underwriters' Laboratories"; the Underwriters' labels must be marked "Classification B", which indicates the extinguisher is suitable for use on fires caused by gasoline, oil, grease, etc.; the extinguisher must be of the anti-freeze type.

The vaporizing liquid, loaded stream and carbon dioxide types of approved extinguishers meet the above requirements.

20,000-Lb. Load Limit in La.

Final approval has been given the Louisiana bill to raise the load limit for motor trucks from 12,000 to 20,000 lbs. The bill, H.355 was passed by the House of Representatives, following amendment by the Senate, which restored the original load limit increases which are from 8,000 to 14,000 lbs. for single-unit trucks and from 12,000 to 20,000 lbs. for semi-trailer units.

It is likely that the bill will be signed immediately by the Governor, since he previously indicated that he would sign it along with 2 other bills affecting motor carriers which have also passed the legislature.

One of them, Senate Bill 334, prohibits sale of license plates to common carriers without certificates from the Louisiana Public Service Commission. It passed the House by a vote of 72 to 2.

The other, passed by large votes in both houses, is an administration—supported measure providing for a reduction of 50 per cent in the cost of truck license plates and a reduction of \$3 in the cost of automobile license plates.

Wis. Cuts Out Sleeper Cab Time

With the recent rescinding by the Wisconsin Public Service Commission of an order covering the hours of labor of truck drivers, operators of common motor carriers in Wisconsin for the first time in several years are allowed to use sleeper cabs on their trucks without counting the time spent by their drivers sleeping in such cabs as time spent on duty. As a result of this action, all common motor carriers in Wisconsin are now operating under Federal rules only.—W.T.N.B.—

Okl. Carriers Want Laws Corrected

Certain corrections in the motor carrier statutes are being sought by the Associated Motor Carriers of Oklahoma, according to Fred S. Cline, secretary, who recently announced the group has pledged continued support to Governor Leon C. Phillips' "program of economy without sacrificing efficiency."

In addition to economy and certain corrections in the motor carrier statutes, other objectives in a campaign just started include impartial enforcement of motor carrier statutes and tax laws, a state co-ordinator, a program of size, weight and load limitations following national recommendations, reciprocity between States and greater safety of operation. A reduction

of insurance rates also will be sought.

The organization has been urging impartial enforcement of present laws, charging that fewer than 10 per cent of the operators are complying.

Motor carriers also have been calling for co-ordination of existing laws and administration and elimination of "inequalities and confusing requirements." — Van Horn.

C. A. Ramsey, Columbus, Ohio, Purchases Benedict Lines

C. Alton Ramsey, Columbus, Ohio, trucker, has been authorized to purchase all other interests in the Benedict Lines, Inc., of that city. He also controls the LeCrone Motor Transport Line, Inc., Columbus, and plans to improve the Benedict service, but not for merging or consolidating the companies. The lines duplicate each other between Columbus and Athens, via Lancaster and Logan, and between Columbus and Chillicothe, via Circleville, all in Ohio.—Kline.

Portland and Seattle Fruehauf Branches

L. C. Allman, vice-president and director of public relations for the Fruehauf Trailer Co., announces the establishment of direct factory branches in Portland and Seattle. Lee Cronkhite and Z. W. Therrien, who have been representing the firm in the Northwest as distributors, have been named to head the new branches, Cronkhite in Portland, Therrien in Seattle. It is proposed to open a third branch in Spokane shortly.—Gidlow.

New Dodge 2-Ton Cab-Over-Engine Model

Introduction of a new 2-ton cab-over-engine model as an addition to its extensive line of Job-Rated trucks is announced by the Dodge Division, Chrysler Corp.

This new truck has a large, well-ventilated and thoroughly-insu-

lated cab. The level floor, devoid of "humps," provides ample foot-room for driver comfort. From a vantage point well forward and upward, the driver has safety vision day and night. Carefully designed step arrangement and full-width doors make the cab easy to get in or out of on either side. The gearshift lever, located in standard or "normal" position, also contributes to driver comfort.

Easy maneuverability with heavy loads in congested traffic or obstructed loading spaces, is an outstanding feature contributing to the rapidly increasing popularity of the cab-over-engine type of truck.

The new 2-ton is a companion to the Dodge Job-Rated 1½-ton cab-over-engine model. It is modernly streamlined for striking appearance. Its L-head Dodge truck engine with 241.5-cu. in. piston displacement and a 6.5 to 1 compression ratio develops 99 hp. at 3,000 r.p.m., and a maximum of 188 foot pounds torque at 1,200 r.p.m. It has all the advanced and proved features of Dodge design that contribute to economy, dependability and efficient, flexible performance. Included are exhaust valve seat inserts, full-length waterjackets and water-distributing tube, 5-speed gearsets, hypoid rear axle and booster-actuated, equal-pressure hydraulic brakes. Offered in 3 wheelbase lengths, 105, 129 and 159 in., the new 2-ton cab-over-engine truck has a maximum gross weight rating of 15,000 lbs. in conventional use and 25,000 lbs. when operated as a tractor-trailer unit.

G.M. Offers 16 Tractors

Sixteen new tractors, engineered to meet demands of operators needing gross combination weights of from 32,000 to 50,000 lbs., have been announced by General Motors.

The models are offered in both conventional and cab-over-engine design, with either gasoline or Diesel power.

A new 2-ton c.o.e. model has joined the Dodge line. Its 241.5 cu. in. engine delivers 99 hp. at 3000 r.p.m.



FROM THE **LEGAL** VIEWPOINT

"Part Time Workers" and Workers' Insurance

LEGAL EDITOR, DandW: According to the laws in our State, every employer who employs 7 or more employees must contribute to Workmen's Compensation. We employ but 5 men regularly, but on other occasions we employ 10 or more men. Recently one of our men was killed. What is our status, as we did not carry the Workmen's Compensation?—Wilson Storage.

Answer: According to your statement, you were legally obligated to carry the State insurance. These laws specify that where you employ 7 or more men (or other number specified in the particular State, as the various laws differ in this respect) you are obligated to carry the insurance. This does not mean that you shall employ 7 men regularly, but if, occasionally, you employ 7 or more employees, you are obligated to contribute to the insurance fund.

Also, you must post the notice received from the State Industrial Commission in your office or other place where the employees have opportunity to read it. If you fail to either contribute to the fund, or neglect to post the notice, then the injured or killed employee, or his dependents, may sue you to recover damages, instead of accepting the State compensation payments.

Therefore, in this instance, since you did not contribute to the fund, you are liable for suit and payment of damages to the dependents of the employee who was killed. However, this does not under all circumstances mean that you must pay damages, as an employer is not liable in damages for injury to an employee unless the testimony indicates that the injury resulted from lack of ordinary care on the part of the employer. If the injury resulted from carelessness of the injured employee, or through no fault of the employer, the latter is not liable in damages for the injury. This is the general law on this subject.

See the late case of Seay, 8 S.E. (2d) 796, in which a State law provides that an employer who employs "regularly" 10 men or more, must contribute to the State fund. This employer employed 6

men all the time, but occasionally he employed 12 or 15 men. The court held that this employer was within the provisions of the law and that he should have carried the insurance because the word "regularly" meant: The necessary

Mr. Parker answers legal questions on all subjects covered by DandW.

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Publication of inquiries and Mr. Parker's replies gives worthwhile information to the industry generally.

number of employees to carry on the operations of the business although not continuously employed are "regularly" employed. This court said:

"If the employment of the minimum number of employees continues through a reasonable period . . . the act applies, although at times less than the minimum number are employed."

It is true that many persons pay insurance premiums for many years, never realizing that actually they are not protected against loss. If, and when a loss occurs, they then discover to their amazement that payment of insurance does not afford protection. These persons wonder why the condition may exist. Therefore, it is important to know that an insurance policy is a legal contract by the terms of which the insurance company agrees to perform certain definite services of protection and the insured also agrees to the clauses written in the policy. If the insured fails to conform with his assumed obligations, the insurance company is relieved from liability. This law is applicable to all contracts. If one party to a contract breaches his obligations, the other contracting party is automatically relieved from further liability or obligations.

For example, in a recent case

the testimony showed that the law requires that every employer, who contributes to State Workmen's Compensation insurance, shall conform with the State laws intended to provide safe working places. An employer failed to install on an elevator a certain safety device. An employee was killed. Since the State compensation payments were relatively small, the employee's dependents sued the employer for damages. The higher court promptly held the employer liable for payment of \$15,000 damages. The important point is: If the employee had been killed on the elevator on which the safety device had been installed, the employer would not have been liable, but the employee's dependents would have been compelled to accept the compensation payment specified by the State Workmen's Compensation laws.

N. Y. Sales Tax Law Explained

LEGAL EDITOR, DandW: Please explain the relative importance of the Jan. 29, United States Supreme Court case which held that purchasers in New York were subject to payment of a sales tax, although the shipments were made interstate. Will this case be reheard? Please give details as to how and why a State and a city can tax interstate commerce.—Hillyard Sales.

Answer: This case involved an ordinance of New York City. This ordinance provides that all shipments of merchandise shall be taxable on a basis of 2 per cent of the purchase price. The State statute authorized the city to pass this ordinance, otherwise it could not have been held valid. As to the matter of taxing interstate commerce, the court in a sense held that this tax is the same as the usual "use" tax. In other words, it is to be paid by purchasers who intend to consume or use the products purchased.

The important distinctions between the holding of the court in this case and other cases involving interstate commerce is that the purchasers are responsible for paying the tax, although in event the purchasers fail to pay it, then the seller is responsible for failure to collect same from the purchaser.

The facts are that a company in a State different from New York had offices in New York City and took orders from purchasers. These orders were sent to the home office in the other State, and these goods, which was coal, were shipped from this foreign State directly to the purchasers who intended to consume or use the coal.

Since the court stated that the tax was in the form of a use tax payable by users, it was held that the city could enforce the law because interstate commerce was not effected. Of course the situation is entirely different, if, for instance, a seller in a foreign State contracts with purchasers in other States to sell merchandise and this merchandise is shipped to a warehouse for the purpose of being distributed to the purchasers under contract. The courts have held that these sales are not taxable.

Also, if this above-mentioned New York tax law had been payable by the seller, probably it would have been held void. And again, if the company in the foreign State had sent salesmen into New York who took the orders which were sent to the seller, then the selling company would not be liable for taxation, because this law is contrary to interstate commerce laws. However, the courts have upheld the validity of "use" tax laws, because in this respect the law does not violate interstate commerce laws and regulations. This is so because the purchasers pay to consume or use the subject of the sale, and that privilege is taxable to the same extent and degree as where a State or city taxes goods shipped into a State, under interstate commerce regulations. After the goods come to rest in the State, these goods are out of interstate commerce regulations, and may be taxed or otherwise controlled by intrastate regulations.

Must Pay for Extra Work Ordered Verbally

LEGAL EDITOR, DandW: A few months ago we made a contract with a contractor to perform certain alterations on our warehouse. He agreed to do the work for \$2,500. There was a clause in the contract which stated that unless we agreed in writing to extra work, the contractor could recover no payment. One day our president verbally told the contractor to do certain work and now the contractor asks us to pay an additional amount of \$1,000 for this extra work. Please advise the law and will your lawyer represent us?
—Campbell Warehouse.

Answer: The law is well settled that in cases of this kind, the owner

is liable for payment, although he authorizes the work without conforming with the contract clause that the contractor cannot recover unless the authorization was in writing. This is particularly so when the owner knows that the contractor is performing the extra work. Of course, if one who has no authority to represent the owner authorizes the contractor, and the owner does not know that the work, as "extras," is being performed, the contractor cannot recover.

In one case, the owner contended that when the contractor agreed to do the extra work and supply extra materials, he did not state that there would be an extra charge, and, therefore, the owner believed the contractor intended to perform the extra service free and without additional charges. However, the court held the owner liable for the reasonable value of the extra work and materials supplied by the contractor and explained that it would be foolish for anyone to take for granted that anyone would expend money without expectation of reasonable payment, unless there was a distinct understanding that no charge would be made. In other cases of this nature, the courts have said that the owner gets the benefit of the extra work and the extra materials and that he can, therefore, well afford to pay for the same. Numerous higher court citations will be given you if you become involved in litigation. We advise that you consult an experienced lawyer in your locality who has had considerable practice involving contract law and litigation. If you find that litigation is unavoidable at this time, we shall be pleased to supply the above-mentioned court citations for reference of your attorney.

This Month's Important Decisions

Liable for Acts of Lawyer

GENERALLY speaking, a warehouseman who employs an attorney at law, and directs him to perform specific acts or service, is personally responsible for injuries, loss of personal property, or other damage resulting to third persons.

Therefore, a person who authorizes or directs his attorney to sue out a writ of attachment, and ratifies his act in so doing, is liable in damages in case the attachment proves to be wrongful. Moreover, a client is liable to a third person injured by the act of his attorney, done in the execution of matters within the attorney's authority, where the attorney has been employed to collect a claim.

For example, in *Atlantic Co. v.*

Farris, Georgia, 8 S. E. (2d) 665, it was disclosed that company officials authorized its lawyer to attach and sell certain stored furniture to satisfy a debt owed by a man named Farris. The furniture was purchased by Mrs. Farris with her own money and had been stored at the Wooden Storage Co. A storage receipt therefor was issued in the name of Mrs. Farris and delivered to her by the warehouseman. This attachment was sued out in behalf of the company by its attorney.

Later, Mrs. Farris sued the company to recover a judgment for full value of the furniture. In holding the company liable for \$1,272, the higher court said:

"Where it appears that the attorney knew, or had reasonable grounds for believing, that the property attached and afterwards sold under the attachment, did not belong to the debtor, but to the debtor's wife, the attorney was chargeable with notice of the wife's title, and notice to him would be notice to his client, the company."

Carrier Cannot Waive Rights of Shipper to Sue

VARIOUS higher courts have held that the outstanding purpose of the Commerce Act is to absolutely uproot and destroy all discriminations in interstate commerce, regardless of how conceived or by what plan, scheme or device they may be sought or accomplished. Moreover, a carrier cannot by conversations, letters and negotiations extend the time for suit beyond that limited by the bill of lading and the Commerce Act.

For illustration, in *L. M. Kirkpatrick Co. v. I. C. R. Co., Mississippi, 195 So. 692*, it was disclosed that a common carrier issued to a shipper a bill of lading containing a clause, as follows:

"As a condition precedent to recovery, claims must be filed in writing with the receiving or delivery carrier, or carrier issuing this bill of lading, or carrier on whose line the loss, damage, injury, or delay occurred, within 9 mos. after delivery of the property; and suits shall be instituted against any carrier only within 2 yrs. and one day from the day when notice in writing is given by the carrier to the claimant that the carrier has disallowed the claim or any part or parts thereof specified in the notice."

The shipper failed to file suit against the carrier within the specified 2 yrs. and one-day period, but contended that, after giving the carrier legal notice of its failure to deliver the shipment, negotiations took place which implied that the carrier waived its right to defend the suit on the grounds that the shipper had failed to comply with the law requiring that suit shall be filed within 2 yrs. and one day. However, the higher court held that the shipper had forfeited the right to sue the carrier, and said:

"The parties could not waive the terms of the contract under which

the shipment was made pursuant to the Federal Act; nor could the carrier by its conduct give the shipper the right to ignore these terms which were applicable to that conduct, and hold the carrier to a different responsibility from that fixed by the agreement made under the published tariffs and regulations."

When Truck Owner is Legal Employee

IT is well known that an employer is liable in damages for injuries to persons and property negligently caused by a legal employee. Moreover, the employer is liable for injuries negligently affecting other employees, whereas the employer is relieved from all liability if such employee is an "independent contractor." Therefore, it is important to know that if an employer has a right to interfere with or control an employee, the relation of master and servant exists although the employee is not paid regular wages and owns a motor truck used to transport goods for the employer.

For instance, in *Litton v. Natchitoches*, 195 So. 638, Louisiana, a truck owner hauled merchandise on a flat-ton rate, and paid for the gasoline, oil, repairs, etc. However, the truck owner was under control of the shipper. In holding that this truck owner was not an independent contractor, the court said that control of the employee by this employer resulted in the relation of master and servant.

Also, see the leading case of *Dick v. Gravel, Inc.*, 152 La. 993. Here an employee was hired for the cutting and sawing of logs. For his services he was paid a fixed price for each 1,000 ft. No specific piece of work was agreed to be undertaken. Certain requirements had to be met by him, such as working on designated strips of land, cutting the trees a stipulated distance above the ground, and making them into logs of specified dimensions; and on violation of any of these, his discharge could be effected immediately. The court held that he was a legal employee, and said:

"It is the right to interfere that establishes the difference between a mere servant and an independent contractor."

Use Tax Held Valid

THE higher courts are in accord with the legal ruling that not all State taxation is to be condemned because, in some manner, it has an effect upon commerce between the States. There are many forms of tax whose burdens, when distributed through the play of

economic forces, affect interstate commerce, which nevertheless fall short of the regulation of the commerce which the Constitution leaves to Congress.

For illustration, a tax may be levied on net income wholly derived from interstate commerce. Non-discriminatory taxation of the instrumentalities of interstate commerce is not prohibited. The like taxation of property, shipped interstate, before its movement begins, or after it ends, is not a forbidden regulation. An excise tax is valid for the warehousing of merchandise preparatory to its interstate shipment or upon its use, or withdrawal for use, by the consignee, after the interstate journey has ended. Nor is taxation of a local business or occupation, which is separate and distinct from the transportation or intercourse, invalid merely because in the ordinary course such transportation or intercourse is induced or occasioned by such business, or is prerequisite to it.

On the other hand, a tax law is invalid which discriminates against the interstate commerce or imposes a levy for the privilege of doing business, or taxes interstate transportation or communication or their gross earnings, or levies an exaction on merchandise in the course of its interstate journey. Each of these forms of taxation is void because it imposes a burden such that if the asserted power to tax were sustained, the States would be left free to exert it to the detriment of the national commerce.

However, notwithstanding these rules of law are well settled, still the higher courts frequently are called upon to decide whether a new or different tax law is void on the grounds that it violates interstate commerce laws and regulations. Such was the situation in *McGoldrick v. Berwind-White Coal Mining Co.*, 60 Supreme Court 388, New York.

In this case it was shown that a New York State law authorized a municipality to pass tax laws to obtain revenues to be used exclusively for unemployment relief.

Pursuant to this authority, New York City passed an ordinance which laid a tax upon purchasers for consumption of tangible personal property, generally. In other words, this city ordinance requires purchasers of merchandise, intended for the use of such purchasers, to pay a sales tax of 2 per cent of the purchase price. This ordinance required all sellers to keep records and file returns, showing the amount of the receipts from sales and the amount of the tax.

A Pennsylvania corporation maintains a sales office in New York City and sells annually a large quantity of merchandise, purchased for use and consumption by purchasers. Therefore, the question was raised whether a tax of this nature is void because it violates interstate commerce laws. It was contended by the Pennsylvania corporation that the purchasers were not subject to payment of the sales tax because, although the corporation maintains offices in New York City, orders taken from purchasers are mailed to the company offices in Pennsylvania, and the merchandise is shipped directly from Pennsylvania to the purchasers in New York.

It is interesting to know that the higher court held the city ordinance valid which required these purchasers to pay the sales tax. This court said:

"The present tax does not aim at or discriminate against interstate commerce. It is laid upon every purchaser, within the State, of goods for consumption, regardless of whether they have been transported in interstate commerce. Its only relation to the commerce arises from the fact that immediately preceding transfer of possession to the purchaser within the State, which is taxable even regardless of the time and place of passing title, the merchandise has been transported in interstate commerce and brought to its journey's end. Such a tax has no different effect upon interstate commerce than a tax on the 'use' of property which has just been moved in interstate commerce."

This court held that when a sales tax is payable exclusively by purchasers it is in a sense a "use" tax and therefore valid.

On the other hand, it must not be overlooked that the legal effect of this decision does not permit a State to tax interstate commerce measured either by the volume of business or the gross receipts derived from it. This is so because the tax, if sustained, would exact tribute for the commerce carried on beyond the boundaries of the taxing State, and would leave each State through which the commerce passes free to subject it to a like burden not borne by intrastate commerce.

Moreover, this new decision does not reverse prior court holdings that a State cannot tax commerce where a purchaser in one State contracts with a seller in another State to purchase a definite or indefinite quantity of goods and the seller deposits such goods in a warehouse for distribution, although the warehouse is located in the State in which the purchasers are located.

Taxation of Capital

VARIOUS higher courts have held that foreign corporations are taxable in a State with respect to such of their intangibles *only* as have acquired a business situs

there, whereas domestic corporations are subject to taxation in the State for all of their intangibles, including those which have assumed business situs elsewhere. For this reason, it has been contended that taxing a corporation in two States violates the legal rule that double taxation is illegal. However, this is not applicable in many instances.

For example, in *Newark v. Finance Corp.*, New Jersey, 12 Atl. (2d) 899, a New Jersey State law was litigated which provides:

"All corporations regularly doing business in this State shall be taxed for the amount of capital usually employed in this State in the doing of such business. . . ."

A foreign corporation held mortgages on property in New Jersey and the higher court promptly held the corporation bound to pay taxes on this business and also refused to permit the corporation to deduct from the valuation of its property debts, or any part thereof, owed by the corporation to creditors in its home State.

Manufacturer Uses Interstate Shipments

AN important point of law is that goods shipped interstate and used by a manufacturer does not vary the legal status of the manufacturer's intrastate business.

For illustration, in *Ewing v. C. and C. Co.*, 109 Federal Reporter 898, Kentucky, it was shown that a manufacturer in Kentucky purchased materials from outside the State and used these materials, in combination with other supplies purchased in the State, to manufacture goods. The legal question arose whether the intrastate character of the manufacturer's business in Kentucky was changed by receiving the shipments of materials from outside the State. The court held negative, saying:

"We do not regard the transactions complained of as creating a direct and substantial burden on interstate commerce. The ingredients which came from without the State ceased to be a part of interstate commerce when manufactured and sold in Kentucky."

Negligence Must Be Proximate

WHEN a person is injured or killed in an automobile accident, the important consideration for the court is whether negligence of the one against which the suit was filed actually caused the injury or death. In other words, the fact that a motor truck driver is negligent is not important if the testimony indicates that the accidental injury or death was not the direct cause of such negligence.

For illustration, in *Coble v. Georgia Motor Express*, 8 S. E. (2d) 724, Georgia, it was shown that a widow sued the Georgia Motor Express for the homicide of

her husband, alleged to have been caused by the exclusively negligent driving of a truck by a driver employed by the former as a result of which it collided with the automobile in which the deceased was riding.

During the trial the court explained the law as follows:

"I charge you that, unless the negligent acts contributed to and caused the injury, they would not be considered by you in this case, for the only negligence would be such negligence as you may believe from the evidence to have been the proximate cause of the injury of the deceased."

Since the jury decided that negligence of the truck driver was not the direct or proximate cause of the death, the higher court held the express company not liable.

License Law Strictly Construed

FREQUENTLY warehousemen, and others who occasionally sell second-hand articles to secure payment for overdue storage charges are confronted with the question whether they are subject to payment of license fees to sell merchandise of this nature. Therefore, it is important that the higher courts have held that a license law referring to second-hand "dealers" is not applicable to warehousemen or others who sell goods infrequently and as a mere incident to their regular business.

For instance, in *People v. Rudolph*, New York, 26 N. E. (2nd) 976, a city ordinance was litigated which provides:

"It shall be unlawful for any person to act as a dealer in second-hand articles without a license therefor."

In holding that this ordinance is applicable only to persons, and firms, who are in the business regularly of buying and selling second-hand articles, this court said:

"The word 'dealer' refers in general to one who buys and sells. The use of the word 'dealer' has significance."

Sample Display Not Taxable

IT is well-established law that neither a State, county or municipality may tax interstate business. A review of late and leading higher court cases discloses that interstate commerce comprehends every negotiation, initiatory and intervening act, contract, trade, and dealing between citizens of any state or territory, or the District of Columbia, with those of another political division of the United States, which contemplates and causes an importation into the State, either of goods, of persons, or of information.

For illustration, in *State v. Best & Co.*, Louisiana, 195 So. 356, a State law was contested which provides every person or firm or corporation, not being a regular re-

tail merchant in the State of Louisiana, "who shall display samples, models, goods, wares or merchandise in any hotel, hotel room, storehouse, house or other place, for the purpose of securing orders for the retail sale of such goods," shall pay \$250 for a license.

A salesman who represented a company located in New York displayed samples in a hotel in Louisiana and took orders for merchandise to be delivered directly from New York to the purchasers in Louisiana. The counsel for Louisiana contended that because the samples, goods, or merchandise displayed by the salesman came to rest in the State and were there displayed, and because the merchandise was not then in interstate commerce, the making of the display was a local business and subject to taxation in the State.

In holding that neither the salesman nor the New York Company was required to pay the license fee, the court said:

"The goods and merchandise displayed were property which came to rest in this State when deposited for exhibit in the hotel room. But they were not deposited there for sale. They were means and instrumentalities devoted solely to the end of furthering defendant's interstate business."

The defendant is a foreign corporation and is engaged in interstate commerce. . . . Such a State statute cannot be construed so as to apply to such business because such business is interstate commerce, and is therefore exempt from State taxation by the commerce clause in the Constitution of the United States."

Contributing to Negligence

VARIOUS higher courts have held that any person whose negligence contributes to an injury, is liable in damages, although the negligent acts did not directly cause the injury. This law is applicable under all conditions, including motor vehicle injuries.

For instance, in *Blue Truck Line v. Bose*, 7 S. E. (2nd) 412, Georgia, a truck driver violated a state law which prohibits parking motor vehicles without lights on highways at night time. Another motor vehicle, when attempting to pass the parked truck, collided with an oncoming automobile whose occupants were injured and sued the truck company.

The counsel for the truck company argued that it could not be liable because the collision was caused by the driver of another automobile when attempting to pass the parked truck. Although the lower court held the truck company not liable, the higher court reversed the verdict, and said:

"We conclude that the illegal parking of the truck was negligence of plaintiff (truck company). The parking of the truck in the highway was a contributing cause of the injury."

No Insurance Coverage When Suits Are Groundless

IT is well established law that an insurance policy affords protection only under circumstances when the clauses in the policy are not violated by the insured. So held the court in *Maryland Casualty Co. v. Moritz*, 138 S. W. (2d) 1095, Texas.

The facts are that the O. K. Freight Lines, operating as a common carrier, held an insurance policy containing a usual clause which provided that the insurer would defend any suit filed against the O. K. Freight Lines, alleging damage within the terms of the policy.

The legal question arose whether the insurer was bound to defend a groundless suit filed against the carrier and on which the latter could not legally be held liable. The court held in the affirmative, saying:

"In the instant case, the issue involved depends not upon ultimate liability . . . but upon the provision of the policy wherein the insurer bound itself to defend any suit against the insured even though such suit may have been groundless, false or fraudulent. In such instance, in testing the liability of the insurer to defend, the proof is not material."

On the other hand, it is important to observe the distinction of law made by the higher court in the leading case of *Allen v. American*, 54 F. (2d) 207. Here the court held that the insurance company was not required to defend a suit filed against the carrier for damages if the evidence indicated that the truck, which effected the injury, was not being used in the business of the carrier when the accident occurred; or that the truck was not approved and licensed to operate by the Public Service Commission; or that illegal license plates were on the truck at the time the accident happened.

Contractor Allowed Full Price for Defective Work

A CONTRACTOR who performs work on a warehouse is entitled to recover the full contract price for work performed imperfectly, less the cost to the warehouseman to correct the work to make it satisfactory and in accordance with the plans and specifications. However, it is important to know that if the owner fails to prove how much it will cost him to perform alterations, then, under these circumstances, the contractor is entitled to recover the full contract price.

For example, in *Reimann Const. Co. v. Upton*, 178 So. 528, it was shown that a contractor entered into a written contract with a person named Upton whereby the contractor agreed to make certain additions and alterations according

to particular plans and specifications attached to and made part of the agreement. Upton refused payment for the performed work and the contractor filed suit. Upton argued that he should not be compelled to pay this contract price because the work performed by the contractor was not done in accordance with the plans and specifications and was accomplished unskillfully. The contractor admitted that certain work was not performed in conformity with the plans and specifications. However, since the testimony proved that Upton did not prove how much he would be compelled to spend to alter the work to conform with the contract, the higher court held the contractor entitled to a full recovery, and said:

"It is well settled that a contractor may recover the value of work done by him even though it be unfinished or defective. . . . A contractor may recover the value of the work which has inured to the benefit of the owner, although the work be defective or unfinished, if a price has been agreed upon; the remedy of the owner is a reduction thereof to an amount necessary to perfect or complete the work according to contract. . . . As there is no evidence obtained in the record exhibiting the amount of damages suffered by the defendant (Upton) by reason of plaintiff's failure to perform the contract in a manner consistent with the specifications, we are compelled, under the established jurisprudence, to grant plaintiff (contractor) a judgment for the full contract price."

Object of Permit

THE primary object requiring motor carriers to secure permits or certificates is to promote good service by excluding unnecessary competing carriers. In other words, the introduction in the United States of the certificate of public convenience and necessity marked the growing conviction that under certain circumstances, free competition might be harmful to the community, and that, when it was so, absolute freedom to enter the business of one's choice should be denied. If the need for additional service exists, it is the duty of the Public Utilities Commission to grant certificates of public convenience and necessity to qualified applicants, but when a territory is already sufficiently and satisfactorily serviced and transportation requirements are not sufficient to support additional service the duplication of service unfairly interferes with existing carriers and may affect the need of the public for an efficient permanent service. It is true that certified carriers benefit from the restricted competition, but this is merely incidental in the solution of the problem of securing adequate and permanent service by the avoidance of useless duplication with its consequent impairment of service and increase of rates charged the public.

Another important point of law

is that a Public Utilities or Service Commission is not a court and cannot exercise purely judicial functions. It is an administrative body authorized to find or determine facts based upon the state statutes. The granting or denying of a certificate of public convenience or necessity is primarily a legislative question. Therefore, in a proceeding to review an order of the Commission, administrative or legislative in nature, judicial action cannot supplant the discretionary authority of that body.

For illustration, in *Dakota Transportation, Sioux Falls, N. D.*, 291 N. W. 589, it was shown that a motor transportation company made application for a certificate of public convenience and necessity to operate trucks for transporting merchandise between named points. The Public Service Commission refused to grant the certificate on the grounds that shippers in this locality now are being adequately served by other carriers. The higher court upheld this refusal and stated, as follows:

"So far as convenience is concerned, there can be no doubt that, upon the evidence submitted to the Commission, the additional service would be a convenience to many prospective patrons. An application, however, is not measured by the standard of convenience, but by the convenience and necessity of the public as distinguished from that of a number of individuals. The Commission found that there was no evidence of a public necessity for the proposed service when the present service, both rail and motor, is taken into consideration. Upon a careful consideration of the record and the statute defining the considerations which shall control the determinations of the Commission, we do not find that the order of the Commission herein is either unreasonable or arbitrary and without substantial support in the evidence."

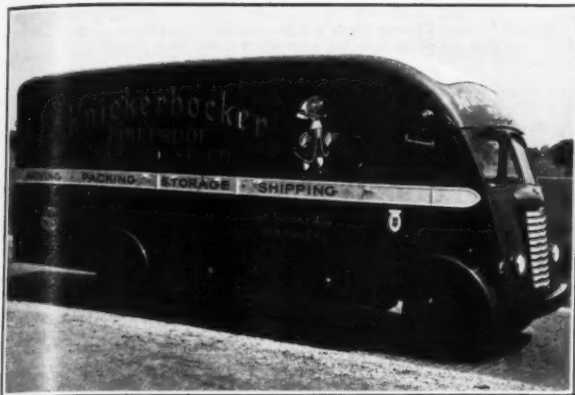
Permit Forfeited

A PERMIT to operate a motor vehicle is automatically forfeited if the truck owner violates material provisions of the permit. So held the higher court in *Alabama Highway Express Co. v. Hempstead*, Mississippi, 195 So. 493.

In this case an Alabama corporation engaged in the interstate transportation of merchandise by motor trucks as a contract carrier, obtained a permit for the operation of a motor truck of not more than 2-ton capacity. The truck later was then loaded with merchandise weighing over 14 tons.

In holding the permit of no practical legal effect, the court said:

"The permit obtained by the appellant only authorized it to transport a load of 2 tons, and, when, without excuse therefor, it transported a load of 14 tons, the permit afforded it no protection, and it was then in the same position it would have been had it operated the truck without any permit therefor at all."



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(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 560, Jenkintown, Pa.

(See advertisement elsewhere in this issue.)

CAULKING (Bulk & Cartridge)

Rock-Tred Co., Inc., 629 W. Washington Blvd., Chicago, Ill.

(See advertisement elsewhere in this issue.)

COVERS (Piano)

Canvas Specialty Co., 90 Grand St., New York, N. Y.

(See advertisement elsewhere in this issue.)

Fulton Bag & Cotton Mills, Box 1726, Atlanta, Ga.

(See advertisement elsewhere in this issue.)

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.

(See advertisement elsewhere in this issue.)

COVERS (Truck) (Tarpaulins)

Fulton Bag & Cotton Mills, Box 1726, Atlanta, Ga.

(See advertisement elsewhere in this issue.)

DARNELL CASTERS & E-Z ROLL WHEELS

*They Give Many More
Years of SERVICE ..*

The exact type of caster or wheel for your particular needs may be selected from the Darnell line of nearly 4000 models. Whether for light, medium or heavy duty service, Darnell Industrial Casters and Wheels assure maximum savings and efficiency.



DARNELL CORP., LTD. • LONG BEACH, CALIF.
36 N. CLINTON, CHICAGO — 24 E. 22ND, NEW YORK

TRED-SEAL

THE RUBBERIZED FLOOR SEALER

- SPLINTER-PROOFS** Wood floors in factories, motor trucks, elevators, loading docks, etc.
- WATERPROOFS** Wood or concrete floors of all kinds. Especially suited for Paper Mills, etc.
- DUSTPROOFS** Fills and seals cracks. An excellent dustproof. Ideal for Flour Mills.
- PROTECTIVE.** Imparts a tough, wear - resistant coating to any floor, wood or concrete.
- NON-SLIP.** This safety feature alone makes TRED-SEAL the answer to countless specialized flooring problems.

ROCK-TRED COMPANY, INC.
629 W. Washington Blvd., Chicago. Monroe 3410



IRON HORSE

Furniture Pads

Diagonal Square Stitch Adds Strength!

- Longer Wear — Greater Strength...at NO EXTRA COST
- Cut sizes—30 x 72, 54 x 72, 72 x 72, 80 x 72.

**VAN LININGS
GRAND
COVERS
TIETAPE**

CANVAS
SPECIALTY CO., Inc.
90 Grand Street, New York City
Phone: CAnal 6-5558
"Twenty-five years of Honest Service"



Fulco

gilt-edge FURNITURE PADS and TARPAILINS

If you want to deliver household goods to the complete satisfaction of your customers, protect them with FULCO Pads and Covers. Cut down damage claims. In addition to Tarpaulins, Refrigerator Covers, and regular Furniture Pads, we make a complete line of Floor Runners, Davenport and Chair Covers, Table Top Covers, Piano Covers and other items on the Allied Van Line specification list.

FULTON BAG & COTTON MILLS
Manufacturers Since 1870

Atlanta	St. Louis	New Orleans	Dallas	Minneapolis	Kansas City, Kansas	New York
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Write for Prices

PIONEER PADS

PROTECT YOUR PROFITS AND REPUTATION!

Nothing hurts a mover's reputation so much as marred furniture. Use long-wearing Pioneer Pads for full protection. Made of new cotton and jute—covered with heavy drill—and zigzag stitched to prevent slipping and packing. Write for details and complete price list!

LOUISVILLE BEDDING CO., Incorporated
LOUISVILLE, KY.

DOLLIES

Nutting Truck Co., 1160 Division St., W., Faribault, Minn.
(See advertisement elsewhere in this issue.)

Self-Lifting Plano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)

ENGRAVING

The John B. Wiggins Co., 1110 Fullerton Ave., Chicago, Ill.
(See advertisement elsewhere in this issue.)

FLOOR RESURFACER (Premixed)

Rock-Tred Co., Inc., 629 W. Washington Blvd., Chicago, Ill.

FLOOR SEALER (Rubberized)

Rock-Tred Co., Inc., 629 W. Washington Blvd., Chicago, Ill.

MACHINES (Fur Cleaning)

Reliable Machine Works, Inc., 130 West 29th St., New York, N. Y.
(See advertisement elsewhere in this issue.)

PADS (Canvas Loading)

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.

Fulton Bag & Cotton Mills, Box 1726, Atlanta, Ga.

Louisville Bedding Co., 418 East Main St., Louisville, Ky.

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.
(See advertisement elsewhere in this issue.)

Self-Lifting Plano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)

NEW PRODUCTS

Pulmosan Heel Guard No. 650

A NEW safety device for workers in shipping rooms, plants, forms, warehouses, docks, etc., designed to protect the rear of the ankles from injury by hand trucks or similar vehicles, is announced by the Pulmosan Safety Equipment Corp., Johnson and Prince Sts., Brooklyn, N. Y.

This new device is constructed of 14-gauge aluminum for maximum strength, lightness and durability. The metal spring in back protects the ankle from any blow, while the wide aluminum sheeting at the sides of the shoe assures a firm, shock-



proof fit. A heavy metal band running under the arch of the foot further prevents any slipping or twisting of the heel guard. The entire assembly is kept snugly fitted by means of a strong, web strap.

The Heel Guard No. 650 permits full freedom of action and natural walking. It is made in one size suitable for most shoes. Further details may be obtained by writing the manufacturer at the above address. DandW.

PADS (Kersey)

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.
(See advertisement elsewhere in this issue.)
Fulton Bag & Cotton Mills, Box 1726, Atlanta, Ga.
(See advertisement elsewhere in this issue.)
Louisville Bedding Co., 418 East Main St., Louisville, Ky.
(See advertisement elsewhere in this issue.)
New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

PIANO DERRICKS AND TRUCKS

Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)

PLATFORMS (Lift Truck)

Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)
Standard Pressed Steel Co., Box 560, Jenkintown, Pa.
(See advertisement elsewhere in this issue.)

RACKS (Storage)

Reliable Machine Works, Inc., 130 West 29th St., New York, N. Y.

ROOF RESURFACERS (All Roofs)

Rock-Tred Co., Inc., 629 W. Washington Blvd., Chicago, Ill.
(See advertisement elsewhere in this issue.)

Elwell-Parker Center Control Truck, Model F-14

FINISHED goods packed at the factory shipping room in individual containers—boxes, bags or bales—can readily be made up into group loads by assembling any desired number of single packages on light wooden pallets as illustrated, or on skids.

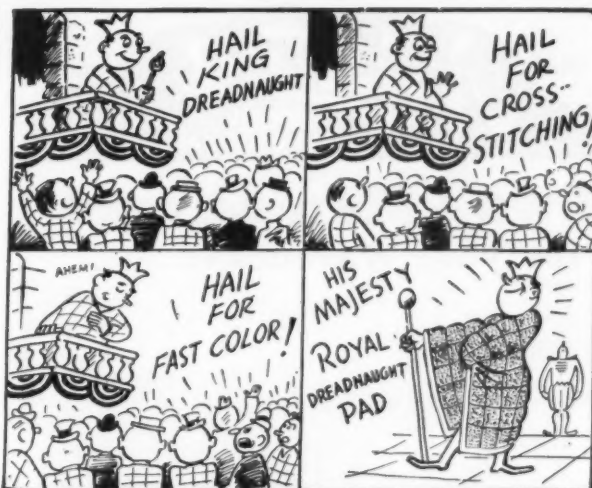
The power industrial truck can load the motor truck at the factory, entering and depositing filled pallets or skids under



its own power. At the terminal, another power industrial truck of the same type unloads and transports the goods directly to boxcar.

The truck illustrated is the "Cen-trol," newest and smallest of 5 sizes of center control power industrial trucks built by Elwell-Parker Electric Co., Cleveland, Ohio. It handles loads

(Continued on page 42)



DREADNAUGHT FURNITURE PADS

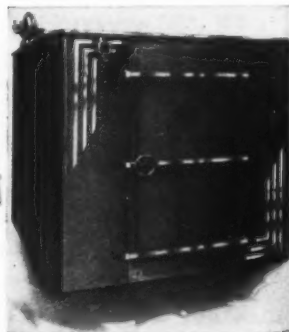
For the best . . . Royal Dreadnaught Cross Stitched Furniture Pads are the most Extra Featured on the market.

For lower priced straight stitched pads buy our DEFENDER PADS. Write for quotations.

We make form-fit pads for every need.

New Haven Quilt & Pad Co., New Haven, Conn.

FUR AND FURNITURE FUMIGATION VAULT



Fur, furniture and rug fumigation are recognized by men in other lines. They are going after the business with modern methods and equipment. You can do the same.

RELIABLE

Fur Storage Equipment

provides everything you need . . . Malium Gas or Cold Storage System, modern vaults, de-mothing chambers, automatic de-humidification, fur and garment hanging equipment, rug storage racks, etc.

Write for Details about our Free Planning Assistance



RELIABLE MACHINE WORKS, INC.
130 WEST 29th STREET NEW YORK CITY

Headquarters for furriers' equipment since 1913



Two "Man-Savers" for your Warehouse

In Nutting Trucks you get the full benefit of a half century of experience in designing and building trucks for easy handling, long life and low cost per year. Extra strong frames. Roller bearing wheels with pressure lubrication. Semi-Steel wheels or long wearing, smooth running rubber tires.



Fig. 37

Fig. 37 Non-Tilting Bar Handle Truck
A veteran of the Nutting line. Ideal for use both on inclines and level floors. Made in 12 platform sizes from 24 x 48" to 36 x 96". Capacity 3000-1000 lbs.

Fig. 16-24 Heavy Duty 2-Wheel Truck
Balanced just right for easy handling of heavy loads. Natural grip handles 2 sizes—capacity 1600-2040 lbs.

Everything in Floor Trucks—Wheels—Casters
NUTTING makes everything in floor trucks, wheels, casters. Representatives in principal cities. See your classified telephone directory or write direct to

NUTTING TRUCK CO.

1160 Division St. Faribault, Minn.

Floor Truck Leadership Since 1891

TRAILERS (Motor Truck)

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)

TRUCK BODIES (Refrigerated)

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)
International Harvester Co., Inc., 180 No. Michigan Ave., Chicago, Ill.
(See advertisement elsewhere in this issue.)

TRUCKS (Cabinets & Ranges)

Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)

TRUCKS (Drum)

The Colson Corp., Elyria, Ohio.

TRUCKS, HAND (Cartons & Cases)

American Pulley Co., 4270 Wissahickon Ave., Philadelphia, Pa.
(See advertisement elsewhere in this issue.)
Nutting Truck Co., 1160 Division St., W., Faribault, Minn.
Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)
Standard Pressed Steel Co., Box 560, Jenkintown, Pa. (Platform)
(See advertisement elsewhere in this issue.)

TRUCKS (Jack)

The Colson Corp., Elyria, Ohio.

(Continued from page 41)

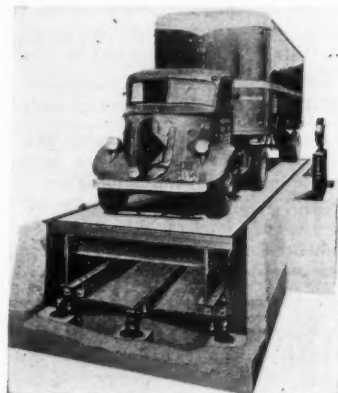
up to 2000 lbs., is operated by 3 independent motors, and has rear-wheel steer permitting it to make a complete turn inside a boxcar. It passes through doorways 48 in. wide and 54 in. high; rides when loaded on 6-ton elevators, and travels at speeds depending on the battery chosen. DandW.

Toledo Scale Motor Truck Models

THREE complete lines of motor truck scales, comprising 128 different styles with weighing capacities up to 70,000 lbs., are announced by the Toledo Scale Co. for 1940. Although motor truck scales have been manufactured by that company for many years, this marks the first extension of the line to cover every demand in this growing field.

The 3 lines are: (1) Toledo—A.R.E.A. scales, engineered to the rigid specifications sponsored by the American Railway Engineers Assn., 40 regular styles, capacity to 70,000 lbs.; (2) "Truckmasters"—designed for installation where usage is less severe, 48 styles, capacities up to 65,000 lbs.; (3) "Truckweigh"—beam-type commercial scales, 40 styles, capacities up to 61,000 lbs.

A cutaway view of a heavy Toledo motor truck scale, showing the arrangement of the suspension bearing assembly, connecting levers and bolts, and the placement of the fulcrum stands, is herewith illustrated.



Models will cover a full range of lever sizes, for platform up to 40 ft. by 10 ft. They will also offer a complete selection of weight-indicating methods—automatic dial, beam type-registering beam, beam indicator, and printweigh ticket printer.

The Toledo company will handle each installation completely from factory to user, without the customary necessity of dealing through local or independent distributors. Engineering and service facilities are on a thoroughly national basis. For many years, a large proportion of its business has been in industrial and factory installations.

Much attention has been given to truck scales of recent years by such groups as the A.R.E.A. and the National Bureau of Standards. The testing done on over 1,500 scales by the Bureau resulted in publication of a report, and a leaflet on the installation and maintenance of such scales. Reprints of these documents are featured as part of the material being supplied to its national field force by the Toledo company. DandW.

Hallmark Burlap Tubing

AN illustrated folder has been issued by Stein, Hall & Co. Inc., describing Hallmark Burlap Tubing as a new streamlined wrapping technique which saves time, money and material for packing and shipping departments. The product is being used successfully for wrapping textiles, carpets, rugs, cordage, rubber hose, belting, blankets, felt, asbestos wool and other products shipped in rolls.

Hallmark burlap tubing is a spirally sewed burlap in cut



TRUCKS
FOR RANGES
REFRIGERATORS
PIANOS

and all kinds of hard-to-handle pieces are safely and much more easily moved when you are equipped with the right trucks to do the job. We have the answer to your particular handling problem. You will save the cost of these trucks many times a year. Send for special data.

SELF-LIFTING PIANO TRUCK CO.
FINDLAY, OHIO

TRUCKS (Refrigerator)

Nutting Truck Co., 1160 Division St., W., Faribault, Minn.
(See advertisement elsewhere in this issue.)
Self-Lifting Piano Truck Co., Findlay, Ohio.

VAULTS (Moth Proof)

Reliable Machine Works, Inc., 130 West 29th St., New York, N. Y.
(See advertisement elsewhere in this issue.)

WHEELS (Industrial Truck)

Darnell Corp., Ltd., Box 4027, Sta. B. Long Beach, Cal.
(See advertisement elsewhere in this issue.)
Nutting Truck Co., 1160 Division St., W., Faribault, Minn.
(See advertisement elsewhere in this issue.)

tinuous lengths made from standard widths of cloth. Its use eliminates time-consuming measuring and sewing as it fits easily over the product. The construction permits a 2-way stretch so that within reasonable limits the same size can be used for packages of different diameters.

A roll is hung on a portable creel, and the operator reels off a length sufficient for the package, allowing margin for ears at either end. The package is inserted in the tubing, and then the open end is wire-tied. The cover is pulled taut, the other end is wired and the tubing cut off without wasting material. The neat package is then ready for shipment.

With headquarters at 285 Madison Ave., New York, Stein, Hall & Co., Inc., also has offices in Chicago, Boston, Providence, Philadelphia, Charlotte, N. C., Rochester, Buffalo, San Francisco and Los Angeles. *DandW.*

Tred-Seal for Wood or Concrete Floors

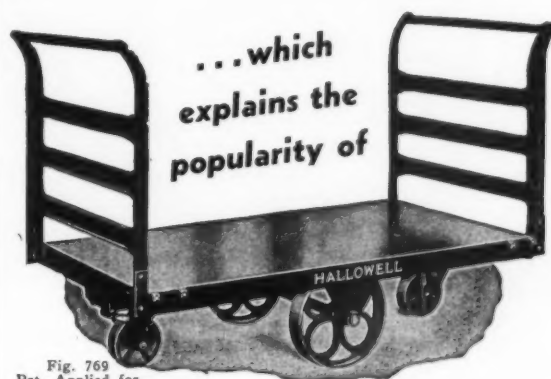
A NEW, economical water-proofing, crack-filling and splinter-proofing material for wood or concrete floors has just been introduced under the name of Tred-Seal by Rock-Tred Co., Inc., Chicago.

According to the announcement, Tred-Seal provides a non-slip, dust-proof, long-wearing surface which acts as a floor preservative, easily applied by steel trowel, and ready for heaviest service in 6 hrs.

Main advantages, it is pointed out, are in savings on maintenance and replacement of wood floors in warehouses, factories, elevators and trucks. The splinter-proofing of wood surfaces offers a safety feature stressed by the manufacturer along with low cost, since only a thin film is required to accomplish the purpose. One gallon of Tred-Seal covers approximately 75 sq. ft., it is stated.

Cost in 5-gal. lots is \$3 per gal. For further details write Rock-Tred Co., Inc., 629 West Washington, Chicago, Ill. *DandW.*

FLOOR TRUCKS CAN'T BE *Sissies!*

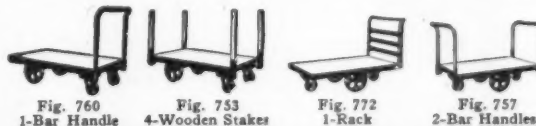


"HALLOWELL" STEEL TRUCKS

Knowing from experience the beating most floor trucks get in every-day use, we set out to design and build a truck that would take years of punishment without the frequent and expensive maintenance attention required by ordinary trucks. How successful we were is attested by the many reports of enthusiastic users.

With their steel plate platforms, welded construction and wheels that roll easily under all loads, "Hallowell" Steel Trucks do insure years of trouble-free operation. Let them save for you, too! Write for bulletin and prices.

Some of the many types and models available



STANDARD PRESSED STEEL CO.

JENKINTOWN, PENNA. Box 580
BOSTON - DETROIT - INDIANAPOLIS - CHICAGO - ST. LOUIS - SAN FRANCISCO



Fig. 1—
(Courtesy, Shaw Box Crane & Hoist Co.)



Fig. 2—
(Courtesy, Euclid Crane & Hoist Co.)



Fig. 3—
(Courtesy, Shaw Box Crane & Hoist Co.)

Hoist It! ... Since Materials Handling is Lifting and Shifting, don't forget to simplify your lifts

By MATTHEW W. POTTS

Materials Handling Editor

LIFTING and shifting is a definite part of materials handling, and it is possible to find a number of places where the application of a simple lifting unit, such as a chain hoist or electric hoist will materially reduce the accident hazard, the loss by damage hazard, and at the same time, speed up the operation and facilitate the handling of merchandise.

Large cumbersome packages, even though they might not weigh much, are difficult to handle by hand. The

use of hoists, such as shown in Fig. 1, makes it easy for these packages to be handled by one or 2 men, whereas without the hoist it would require 4 to 5 men.

There are many similar operations on which hoists can be used, and the initial cost for this equipment is not large. Therefore, it should be given early consideration in the handling of material.

The mounting of a hoist is almost as important as the hoist, and, today, very few are being suspended from stationary hooks, but are hung on ball bearing trolleys as shown in the accompanying illustration.

A simple I-beam mounting, as shown in Fig. 1, is very effective, and if the hoist is to serve a machine tool or operating bench, as shown in Fig. 2, mounting it on a jib-crane beam permits it to cover a wide semi-circular area, at very low installation cost.

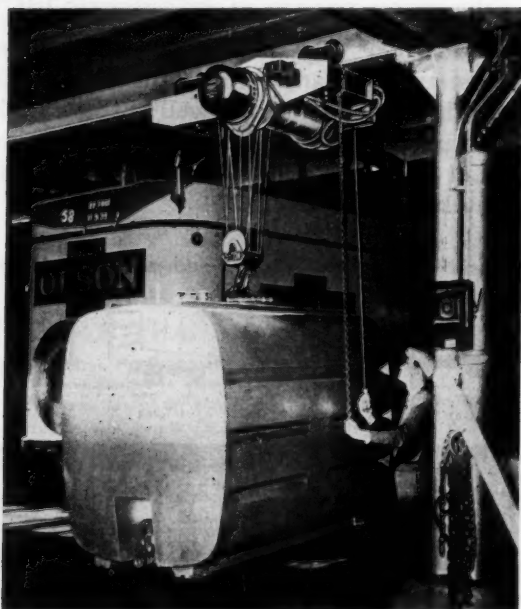
With the small electric hoist, simple outlets for the power cable, as shown in Fig. 1, makes it easy to obtain power without the use of an electric trolley system. Another type of installation for serving over a wider area, from one outlet, is shown in Fig. 5, where the hoist power line is connected to an electric cable reel.

Fig. 3 shows one piece of materials handling equipment servicing another. Here the electric hoist is putting the battery into an electric fork truck. In this illustration, we wish to point out that the hoist chain has been enclosed in a canvas sack, so that it will not come in contact with the battery terminal. Little gadgets of this type are frequently important additions for successful operations.

Hoists are made in various capacities, and it is desirable to have a hoist with a little larger capacity than required, so that heavier loads can be handled if necessary. However, where a hoist is purchased

(Concluded on page 88)

Fig. 4—
(Courtesy, Pauling & Harnischfeger)



BIRMINGHAM, ALA.

1880—Sixty Years of Service—1940

HARRIS TRANSFER & WAREHOUSE CO.

8 South 13th St., Birmingham

— FIREPROOF WAREHOUSES —

Merchandise and Household Goods

• STORAGE • CARTAGE • DISTRIBUTION • FORWARDING

Pool Cars Handled

Member of A.C.W.—A.W.A.—N.F.W.A.

Agents for Allied Van Lines, Inc.

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General Merchandise Storage and Distribution
Pool Car Service a Specialty—Motor Truck Service
Centrally Located—Free Switching from All R.Rs.

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Fireproof Warehouse

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Member: A.W.A. & M.W.A.

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**Merchants Transfer Company**

HEAVY HAULING—STORAGE

Pool Cars and General Merchandise—Bonded
Authorized Transfer AgentsA.T.&N., G.M.&N., L.&N., M.&O. &
Southern Railroads. Pan Atlantic S/S Corp.

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BONDED — FIREPROOF —
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Low Insurance Rate Bonded Trucking Service

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Tucson Warehouse & Transfer Co.

POOL CAR DISTRIBUTORS

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Tucson, Arizona

FORT SMITH, ARK.

O K TRANSFER & STORAGE CO.

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Storing—Shipping—Moving—Packing
Complete Storage and Distribution Service
Free Switching from All Railroads
Low Insurance Rates

26 Years of Satisfactory Service



LITTLE ROCK, ARK.

**Commercial Warehouse Co.**

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A Complete Branch House Service
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LITTLE ROCK, ARK.

Arkansas' Largest Warehouse
Merchandise—Household StorageAbsolutely
Fireproof
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Compartments
for household
Goods**TERMINAL WAREHOUSE CO.**

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"Our policies are reciprocity and prompt remittances."

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The**CALIFORNIA WAREHOUSE**

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LOS ANGELES

Merchandise Exclusively

Sprinklered—A.D.T.

LOS ANGELES, CAL.

Since 1898

MERCHANDISE - DISTRIBUTION - STORAGEFireproof Building, Nearest Main Retail
and Center of Wholesale District.
Executive Control of Each Account**COLYEAR'S**
VAN & STORAGE CO.
415 So. San Pedro Street

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AN "ASSOCIATED WAREHOUSE"

DAVIES WAREHOUSE COMPANY

GENERAL OFFICES: 164 SOUTH CENTRAL AVE.

First merchandise warehouse in Los Angeles—and STILL
the FIRST . . . Established 1893 . . . MORE THAN
ORDINARY SERVICE . . . We invite inquiries relative to
your warehouse problems.

MEMBERS: A.W.A. SINCE 1898 . . . C.W.A. . . L.A.W.A.

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Household Goods

LOS ANGELES, CAL.

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SERVES CALIFORNIA

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Goods

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Offices for Rent
Telephone and
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Basement for
Cool, Dry Storage

**METROPOLITAN
WAREHOUSE CO.**

*Merchandise Warehousing
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Reinforced Concrete Sprinklered Building—A.D.T. Alarm.
Centrally Located in Metropolitan Area
Fire Insurance Rate 11.7 Cents
1340-1356 EAST SIXTH STREET
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Contact in your community representative
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MEMBER
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For Complete Information Write Us Direct
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923 East Third Street Los Angeles

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519 West Roosevelt Rd.,
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FRANK J. TULLY
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New York

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1817-1835 INDUSTRIAL STREET
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COMPLETE FACILITIES EFFICIENT SERVICE
SPRINKLERED—A.D.T.
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340,000 Square Feet 56 Motor Trucks
New York Chicago San Francisco

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B. F. JOHNSTON, Gen. Mgr.

UNION TERMINAL WAREHOUSE

General offices, 737 Terminal St.

Free and U. S. Customs bonded storage. The largest, most complete and efficient Warehouse and Distribution Service in the West. Insurance Rate as low as 11.5 cents per \$100 per year. Daily motor truck service to all parts of the city and Los Angeles Harbor.

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Member A.W.A., C.W.A., L.A.W.A.

ONLY WESTLAND WAREHOUSES

Offer You Neutral Switching To All Railroads in Pacific Southwest

Exclusive Los
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Railway
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Located in Central
Manufacturing District.

Low Insurance
Rates.

Minimum Storage and Distribution
Costs.

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WESTLAND WAREHOUSES, INC.
4814 Loma Vista Ave. Los Angeles



SACRAMENTO, CAL.

W. E. HIBBITT, Owner



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Warehouse & Distributing Co.
STORAGE

MERCHANDISE—HOUSEHOLD GOODS
POOL CAR DISTRIBUTING—DRAYAGE
Your Detail Handled as You Want It
20th & JAY STS. P.O. BX. 1194

SACRAMENTO, CAL.

ARTHUR E. TRAVIS, Owner

WESTERN VAN & STORAGE CO.
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Merchandise and household goods Warehouse
Specializing in General Merchandise, Hops and Flour.
Private Siding on S.P.R.R.—10-Car Capacity. Distribution of Merchandise and Household Goods Pool Cars.

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AND
TILDEN SALES BUILDING

SAN FRANCISCO, CALIF.

HASLETT WAREHOUSE COMPANY

280 Battery Street, San Francisco
Largest and most complete storage and trucking service on the Pacific Coast.
Operating in San Francisco, Oakland, Stockton and Sacramento.
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Member: American Warehousemen's Assn.
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SHIPPERS**

Warehousing is better than consigned stocks because one stock will serve many jobbers, full control of merchandise is always had and no information is disclosed where it should not be.

Cal. Mdse. Group Plans Flat Rates to Speed Up Business

UNDER the direction of C. H. Smith, traffic manager of the Davies Warehouse Co., Los Angeles, chairman of the Modernization Committee of the California Warehousemen's Assn., and president of the Los Angeles Warehousemen's Assn., plans are going forward for promulgating a comprehensive program for improving warehouse operation, streamlining the industry, and fostering a mass advertising campaign.

The committee headed by Mr. Smith is composed of Gordon Ross, Overland Terminal Warehouse Co., Los Angeles; S. M. Haslett, Haslett Warehouses, San Francisco; Frank L. Johnson, Pacific Coast Terminal Warehouse Co., Los Angeles; E. B. Gould, San Diego; and LeRoy D. Owen, Westland Warehouses, Inc., Los Angeles.

The program being fostered consists, to a large extent, of policies advanced by Mr. Smith during the past several years and presented by him on June 20 in condensed form under the subject of "Modernized City Warehouse Service," at the convention of the California Warehousemen's Assn. in San Francisco.

The committee was authorized by the convention to proceed with recommended investigations of the industry and to put into effect the program advocated.

The contemplated program is four-fold:

1—Streamlining the industry by eliminating outmoded practices and speeding up service.

2—Mass advertising and concentrated selective publicity.

3—Establishment of a flat rate for warehousing services which would include storage, handling, marketing, shipping and many of the so-called "nuisance charges" under one blanket rate; eliminate the separate invoices now required for each service; and simplify the whole rate structure so as to make it possible for out-of-state shippers, who are unfamiliar with local zone and weight-bracket requirements, to be given a flat, comprehensive and easily understood rate.

4—Establishment of storage-in-transit privileges for merchandise moving by truck, to recover for the warehouse industry much of the tonnage it formerly had, but which now moves direct from the dock to customers.

The entire program is based on the contention that the industry should evolve some method for making warehouse service more attractive to the potential user, so as to make him want to include warehouse facilities in his distribution program rather than try to avoid them as competitive distribution channels are broadened and multiplied.

It is contended that the warehouse industry has made no systematic attempt to keep itself in the forefront as an industry and that the intensive "Ship By Truck" and "Next Time Try the Train" advertising campaigns conducted by the trucking and railroad industries contain suggestions which could, in modified form, be adopted by the warehouse industry. A publicity campaign fostered by the industry wherever and whenever it might be effective, would emphasize the value of spot stocks and the failures that result from lack of them.

Indicative of the progressiveness of other industries, it was called to the attention of the committee that the Motor Truck Assn. of Southern California had engaged a professional, full-time publicity man to promote the interests of that association, effective June 15.

The decision to authorize the committee to launch a suitable publicity campaign sprang from Mr. Smith's statement to the convention that many warehousemen use the sales argument about spot stocks in personal contact, but that, as a rule, the argument does not

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DENVER, COL.

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U. S. Bonded Warehouses Pool Car Distribution Household and Merchandise facilities Private Siding Our fleet covers Connecticut and Massachusetts daily. Warehouses at Bridgeport, Conn., and Springfield, Mass.
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Established 1902
MEMBER

SILLENCIE
Warehouse Co., Inc.
HOUSEHOLD GOODS EXCLUSIVELY
Fireproof Warehouses
NFWA CWA GMTA C of C

reach the manufacturer at the time he is setting up his distribution program.

"By the time he becomes a known prospect," it was pointed out, "he has already determined what distribution methods he will use, and if the use of public warehouse facilities is not already in the picture, it is too late to get in our work."

All-Inclusive Rate

The committee is also continuing the study of the practical application of a comprehensive, all-inclusive warehouse rate, and regards it as decidedly advantageous, especially if the all-inclusive feature could include stoer-door delivery. This, it is claimed, would be easier to accomplish if it were not for the fact that cartage rates are regulated by the California Railroad Commission and are somewhat complicated. However, an unofficial opinion elicited from a State Railroad Commission representative was to the effect that an application for relief by the warehouse industry might be so handled as to permit the simultaneous introduction of evidence and exhibits on subjects under the jurisdiction of the Commission by virtue of both the Public Utilities Act and the City Carriers' Act. A successful culmination of any such program would depend upon the submission of a proposal to which agreement in the industry was practically unanimous.

"Investigation through discussion with our own patrons," stated Mr. Smith, "encourages us in the belief that this method of invoicing would be a genuine aid in stimulating storage accounts by diverting tonnage now handled in direct distribution into the warehouse and that much new business would develop. We are satisfied that the all-inclusive rate need not be fixed at a figure that would produce much, if any, less gross revenue from an account than that now derived from the combination of rates for various services."

It was also pointed out that the attractiveness of such a rate for the manufacturer located at some distant point lies in the fact that it provides a fixed known distribution cost instead of a problem filled with unknown factors. It was recommended that comprehensive rates be promulgated only for items which are capable of producing volume and that they be so constructed as to encourage greater volume by the use of quality discounts, a sliding scale of rates or minimum requirements.

In furtherance of the committee's work, an invitation has been issued to other warehouses or groups of warehouses to join the Davies company in making a test of this principle by constructing rates—applicable to a few chosen items, if it is regarded as undesirable to make them effective generally.

Applied on Sugar

It is claimed that the Davies company has proved the adaptability of the plan to at least one operation in its own warehouses. An all-inclusive rate applied to the storage and distribution of sugar under conditions and requirements of Item 186-B, Los Angeles Tariff 5-J, produced revenue during the first month slightly greater than it would have been for the same quantity under the company's former regular rates for storage and distribution.

"The knowledge that many thousand bags of the tonnage handled came to us solely because of the fact that we were able to provide a rate structure of this type, certainly cannot be expected to alter our opinion that other commodities are susceptible to the use of the same principle," said Mr. Smith. "The new tonnage developed was net gain to the warehouse industry, since it had not hitherto moved through any warehouse."

The committee also is devoting considerable attention to the proposal pertaining to the establishment of a storage-in-transit privilege for merchandise moving by truck. In this connection, and in line with the

(Concluded on page 51)

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Modern Fireproof Merchandise and Household Goods Warehouse

Private seven-car siding, adjacent to Steamship and R. R. Terminals. Pool and stop over cars distributed. Merchandise—New Furniture—Household Goods Storage—Packing—Crating—Shipping. Motor Truck Service to all towns in Connecticut. Low Insurance Rate. Prompt, Efficient Service.

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STORAGE and DISTRIBUTION

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Merchandise, automobiles, furniture—23 buildings—ADT supervised watchman service—Low insurance rates—15 car siding—Central location—Daily truck delivery service covering Connecticut and southern Massachusetts—Bonded with U.S. Customs.

**THE SMEDLEY CO.**

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Members: AWA, NFWA, CWA, MTA of C. New Haven Chamber of Commerce. Hauling member Allied Van Lines, Inc.



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Household Goods Packed, Stored, Shipped.

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Pool Cars Distributed in All Parts of Connecticut.

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Large buildings of modern construction, total floor area 204,000 square feet, of which 109,000 square feet is of fireproof construction.

Storage of general merchandise

CONSIGN SHIPMENTS VIA B. & O. R. R.

Heated rooms for protection against freezing.

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705 Columbia Pike—Arlington, Va.

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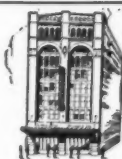
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Office Space for Agents & Brokers

Motor Freight Terminal

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Reconsigning—Trucking Service—Trackage 52 Cars

Reinforced Concrete—Sprinkler System—A.D.T. Service

Insurance Rate 12 Cents

Rental Compartments—Sub-Postoffice, Western Union Tel.

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WASHINGTON, D. C.

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Manhattan Storage & Transfer Co.

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Lift vans local delivery.

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Agents Allied Van Lines
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Pool Cars Handled.
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POOLED CAR DISTRIBUTION

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Affiliated with

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"Better Warehouse Service"

651-653 Humphries St., S. W.—Sou. R. R.

Merchandise Warehousing Pool Car Distribution
Sprinklered A.D.T. Burglar Protection A.W. Am.



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SAVANNAH, GA.

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The Fastest Freight Service Between Atlanta and Savannah and Intermediate Points
CUSTOMS BONDED AND INSURED
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MODERN FIRE PROOF BUILDINGS
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"Atlanta's Largest"

MONROE BONDED WAREHOUSES

Invested Capital \$325,000

Lowest Warehouse Insurance Rate in Atlanta

MERCHANDISE—COLD STORAGE—TRUCKING

Private Railroad Sidings—Concrete Warehouses

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Commercial Warehousing at its Best

ESTABLISHED
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MEMBER
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Savannah's only bonded warehouse
SAVANNAH BONDED WAREHOUSE & TRANSFER COMPANY

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General Storage—Distribution—Reconsigning
Custom House Brokers—Custom Bonded
Regular steamship service from principal
Eastern, Western & Gulf ports—track connections with all rail and steamship lines.
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Consign to us and the same will be given our best attention.
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ATTENTION
SHIPPERS

Freight can be saved in substantial sums, if shipments are being made LCL from factory, or if a distant warehouse is used.

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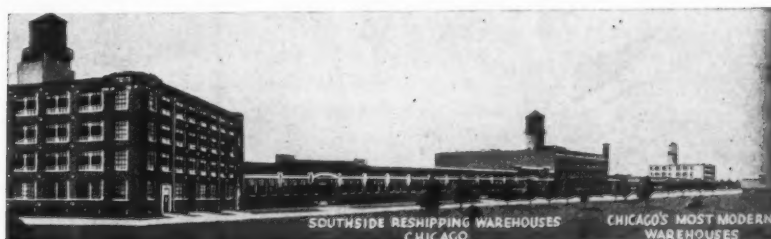
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Capacity 1200 Carloads

Insurance Rates as Low as 12c.



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WAREHOUSES

Also operate three modern warehouses in Kansas City and the
Overland Terminal Warehouse Company at Los Angeles, California

LIBERAL LOANS MADE ON STAPLE COMMODITIES

Flat Storage Rates to Speed Up Business

(Concluded from page 48)

plans for streamlining the industry, the committee is considering ways and means for making movement through warehouses available with only one cartage charge, on the assumption that if a single cartage charge can be established, the small storage and handling charges would not interfere with the return of a good portion of lost business to warehouses.

If all or part of the cartage paid into the warehouse were credited against the regular L.C.L. delivery rate from dock to customer when deliveries are made, it is believed this would be a step toward economy, with the added business fully justifying the concession.

Since rail carriers have found the transit-privilege a source of additional business, the committee considers it logical to further investigate the possibilities of the same principle applied to warehouse operation.—Herr.

Cal. Pool-Car Revisions Ruled Out by Commission

Ruling that the pool-car rate revisions, proposed in a petition entered by the Motor Truck Assn. of Southern California and supported by the Los Angeles Warehousemen's Assn., were not justified in the light of evidence submitted, the California Railroad Commission in June denied the request.

The adverse ruling was embodied in Decision No. 33212, Case No. 4121, in the matter of establishment of reasonable and nondiscriminatory maximum or minimum rates, classifications and regulations for the transportation of property for hire in Los Angeles.

Current rates went into effect by ruling of the Commission on May 1, 1938. Subsequent amendments were

added from time to time, being incorporated in City Carriers' Tariff No. 4 and Highway Carriers' Tariff No. 5, effective Jan. 1, 1940.

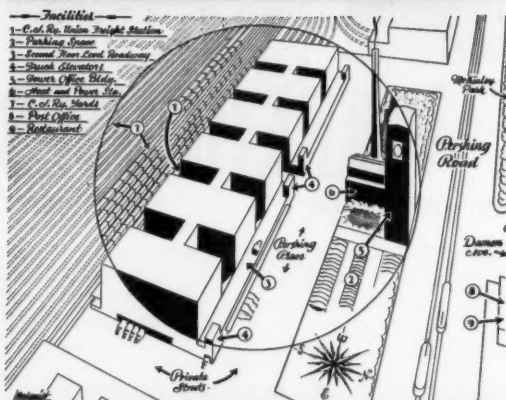
At hearings held in Los Angeles during March, April and May, the motor truck association sought modification of the 2 tariffs, naming rate for transportation of property within Los Angeles' drayage area by the inclusion of specific rates for the distribution of so-called "pool lot" or "pool car" shipments.

Pool car shipments, the decision declared, originate at points outside the drayage area. Ordinarily, they are consigned to, or in care of draymen who are instructed by the shippers to segregate the pool cars into their component parts and to make delivery of the property to designated parties. The service performed by the draymen, witnesses testified, involves unloading the property from the rail car or truck unit in which it is delivered by the inbound carrier and its sorting according to the quantity, brands and marks specified by the shippers' instructions concerned in the delivery to subconsignees. The various operations often include the payment of transportation and advance charges to the inbound carrier and the collection of these charges from the subconsignees.

As the tariff now stands, the drayage rates for the distribution of pool cars are the same as those for other cartage. The rates include loading and unloading services, except under certain circumstances. Other accessory services are subject to a rate of \$1 per man per hour, with a minimum of 50 cents. Under the proposed amendment of the tariff, rates for pool car distribution would have been the sum of the rates for transportation to, and accessory services at, the ultimate destinations as now provided by the tariff and the rates shown in a subsequent tabulation, based upon the classification of the commodity, for all accessory services rendered at the point from which the pool car is distributed.

For the convenience of shippers, this section is arranged alphabetically by states, cities and firms.

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Member: N.F.W.A.
Allied Van LinesServing Chicago & Suburbs For
Over 35 Years.Consign Your Shipments To
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The largest institutions are generally
the largest advertisers — advertising
made them large.

In instances where the carrier did not transport the component parts of a pool car to the subconsignee the rates asked for would have applied to the accessorial services rendered at the point of distribution.

The proposed rates were:

L.C.L. Rating in Western Classification & Exceptions	Rates in Cents per Ton Delivered by Carrier	Picked Up by Subconsignee
Thereto		
1st	140	190
2nd	110	150
3rd	95	125
4th	65	90

In support of the proposed rates, witnesses for the truck association presented a study of pool car distribution based upon carrier experience in handling lots aggregating 1,965,566 lbs. in weight and distributed to 1326 subconsignees. (See page 47, *Journal of D and W*.)

In ruling against the approval of the proposed charges, the Commission stated the rate factors proposed appeared to be predicated upon cost estimates that include items of expense for services the carriers are now compensated for, either in whole, or in part at the existing transportation rates; that the estimated cost factor of \$.1872 per ton, allocated to the expense of handling the property from the point of rest on the carriers' platform to the tailgate of equipment, covers an accessorial service that, under the tariff, generally is included at the transportation rate and that terminal overhead and billing and collecting expenses, estimated as amounting to \$.418 and \$.112 per ton, respectively, apparently cover the entire expense chargeable to these items. The ruling also set forth that of the truck association's estimated average cost of \$1.104 per ton, only \$.385 is shown to be predicated upon expenses incurred exclusively in rendering accessorial services in connection with the distribution of pool cars.

"From the foregoing," the ruling concludes, "it is clear that rates of the volume sought are not shown to be justified by the cost of performing the service. It is evident, moreover, that in pool car distribution there is a wide disparity in the extent of the incidental service required and that rates were to be established in the manner proposed by the truck association, some pool cars would bear more than the full share of carrier expense, while others would not pay rates commensurate with the service rendered. Other phases of the proposal, where the supporting showing appears inadequate, are the recommended percentage relationship between classes and the differences in the rates proposed for accessorial services dependent upon whether the property is delivered by a for-hire carrier or picked up by a subconsignee."—Herr.

Labor Loses Out on
95-Cent Hourly Travel Time

A year old dispute between members of the International Longshoremen's and Warehousemen's Union and the Waterfront Employers' Assn. of Los Angeles Long Beach Harbor, regarding transportation charges from hiring hall to job was terminated June 20 when Wayne L. Morse, Federal arbitrator, ruled that longshoremen, traveling to jobs at Long Beach from the San Pedro union dispatching hall, are not entitled to an hour's traveling time on pay.

For approximately a year the longshoremen have been collecting 95 cents for the hour devoted to traveling to the job on the Long Beach docks, in accordance with a decision by Irvin Stalmaster, local Federal arbitrator for longshore disputes.

Morse ruled longshoremen are entitled to 30 cents for round-trip carfare "only when dispatched from the hiring hall." The Long Beach Harbor Commission for about a year has been paying the one-hr. wage and carfare for longshoremen as an inducement to shippers to bring their cargoes to Long Beach. The Commission estimates these payments have aggregated \$60,000.

Arbitrator Morse also ruled that Long Beach is not
(Concluded on page 55)

CHICAGO, ILL.

MIDLAND



A COMPLETE WAREHOUSE ORGANIZATION FULLY EQUIPPED TO HANDLE MERCHANDISE RAPIDLY AND ECONOMICALLY

with convenient locations for local trade and excellent transportation facilities for national distribution. Chicago Junction In and Out-bound Union Freight Station—direct connections with thirty-eight railroads. Receiving Stations for Railroads, Express, Freight Forwarding, Electric and Boat Lines on premises.

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WABash 6852

John J. Egan
Vice-President

SENG WATERWAY WAREHOUSE

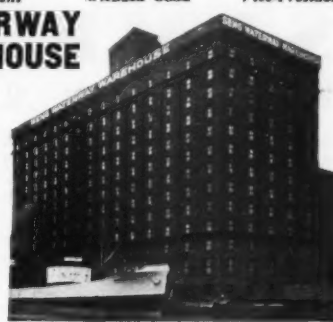
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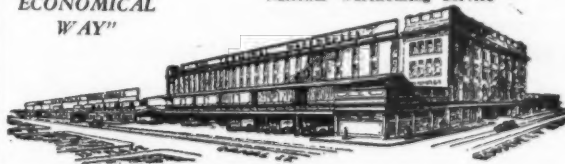
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No switching charges.
Chicago freight rates apply.

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 - Motor Truck Terminal
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"Sparkling Service"

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STORAGE FOR HOUSEHOLD GOODS AND
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HENRY COBURN STORAGE and WAREHOUSE CO.

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HOGAN

Transfer & Storage Corp., 861 Massachusetts Ave.

• FIREPROOF WAREHOUSE • PRIVATE RAIL SIDING

Labor Loses Out on 95-Cent Hourly Travel Time

(Concluded from page 52)

entitled to a branch hiring hall, as requested by the Waterfront Employers' Assn.

Morse's ruling that longshoremen may be paid carfare only when dispatched from the hiring hall was interpreted by employers as meaning longshoremen would be paid carfare only on the first day they are sent to a job.—Herr.

Orth Storage, Pasadena, Sold to Stasand

Negotiations were completed on July 28 for the sale of the Orth Van and Storage Co., Pasadena, Cal., by Mrs. Agnes B. Orth to George W. Stasand.—Herr.

New Bekins Warehouse in Santa Monica

Bekins Van and Storage Co. has opened a new 5-story warehouse at Wilshire Blvd. and Stanford Ave., Santa Monica, Cal. Of modern, fireproof construction, featuring the extensive use of glass brick, space in the building totals 31,500 sq. ft. Frontage is 70 by 90 ft. A 40-ft. canopy with corrugated glass roof over the rear loading platform affords complete protection when loading or unloading goods. Steel fire doors between all floors of the building are installed for maximum safety. Additional fire protection is assured by the exterior finish of architectural concrete.—Herr.

Tampa's Bid to Latin America

A concerted program to make Tampa, Fla., the No. 1 port in the promotion of trade and cultural relations between the United States and Latin America is being undertaken. In location, tradition and potentialities, Tampa believes itself fit to take the lead as the most effective port between the 2 continents.

With a Latin population of almost one-third of the city's total, Tampa many years ago discovered how to make the "good neighbor" policy work.

Tampa's potentialities are enormous. Already, South American countries are looking upon this city as one of the key points in the defense of the Caribbean Sea and the Panama Canal. The large Southeast Army Air Base, on which the Government is pouring an immediate expenditure of \$15,000,000, assumes great importance from a defensive angle. The Tampa field is the Northern apex of the Army's defense triangle, which also includes Puerto Rico and the Panama Canal.

Leading the Latin American promotion program, as chairman of the foreign trade committee of the Tampa Chamber of Commerce, is J. H. Boushall, long prominent in inter-American affairs. Other avenues through which the trade plan is being pushed are the interchange of students, expansion of Spanish language and culture in Tampa and the United States, development of markets for South American products, extension of transportation facilities between Tampa and Latin American ports, and the education of American business men in the practices and philosophy necessary to deal successfully with Latin American business men.

Tampa has long been one of the South's leading ports. Thirty-three steamship lines use its harbor.—Benjamin.

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Sprinklered Warehouses

Office Rooms

General Merchandise and Cold Storage

Down Town Location with RR tracks in building.

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Modern Truck Equipment.

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PRIVATE SIDING—BIG FOUR—CONNECTING
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Consign shipments via C&O or Big 4. Distribution of
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Pool Cars Solicited

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at home, stocks in warehouses
close to the market make it pos-
sible to serve customers without in-
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Fireproof Warehouse—Member of N.F.W.A.—Agent for Allied Van Lines, Inc.

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TRANSFER & STORAGE CO.

FIREPROOF WAREHOUSE
AND TRUCK TERMINAL ON TRackage
All Modern Facilities For Efficient Warehousing
and Distribution of Merchandise
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Associated Warehouses, Inc.
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Daily reports of shipments and attention to
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IOWA WAREHOUSE CO.

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of
Merchandise, Household Goods and Automobiles

Letters to the Editor

(Concluded from page 23)

rates given to industries on and adjacent to tidewater. The manufacturer on the Atlantic, Pacific and Gulf Coasts can ship by water to the opposite sides of the country cheaper than his competitor who uses rails to the same points.

However, the economies of low cost water transportation will help interior points. It is the recognition of the waterways, plus the strategic location of Oklahoma as a distributing center, that will cause new industry to locate there. Most significant of all is that the trend to waterways is only beginning. We could cite instance after instance of the location of various manufacturing plants on water for no other reason than to obtain advantages of low cost transportation.

While the development of inland water transportation to and from the Arkansas Basin and the extent of its economies to every section of the Southwestern States, through joint rail, river, and truck rates, is essential to the economic future of this area, it is only one phase of the Nation's waterway program. The complete program for the conservation and use of our waterway resources includes, besides navigation and flood protection, the checking of erosion and the use of our surplus water to restore ground water levels, and for irrigation. Nor does the Arkansas River program mean that the waterways will supplant other modes of transportation. Both the railroads and motor truckers will be helped by the development of the waterway program, provided each performs the service it is best qualified to render, and is coordinated.

But neither transportation nor industrial development are goals within themselves. They are but the means to the objective. The process might be outlined as follows:

Low-cost inland waterway transportation with joint rail, as well as truck and river rates, will make it possible for industry to develop in the Arkansas Valley and be close to the great agricultural consuming markets of the United States. This step, in turn, with the wider opportunities to reach foreign markets via the waterways and gulf ports, means expanding markets for both agricultural and manufactured products. All of these factors contribute to an installation of a normal balance of population in this section. This will make for permanent prosperity for the Arkansas Valley and Oklahoma, increased tonnage for all forms of transportation, greater security of employment for our people, etc.—Ted Schwachhofer, Traffic Manager, Merchants & Manufacturers Traffic Bureau, Muskogee, Okla.

D and W Moves

(Concluded from page 11)

a bottle neck at that point. All of these conditions, however, had been anticipated by the Lincoln traffic department and its delivery schedules were accordingly maintained.

Thanks for a Job Well Done

The Chilton Company in general, and DandW in particular, take this opportunity to thank all those who made our task a pleasant one. To name only a few: Sydney G. Rodgers of Rodgers Associates and his assistant, A. J. Thompson; M. Errol Mapes, Renting Manager of Cushman & Wakefield, Inc.; Frank B. Douglas, superintendent of the Pershing Square Building; and last but not least, C. A. Crandall, president and H. Roberts, gen'l. supt., of the Lincoln Warehouse Corp.

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Packing, Moving, Storing and Shipping. Private Siding
 Agent for Allied Van Lines, Inc.
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Export docks near.

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Does the Foreign Trade Zone Compete Fairly with Industry?

(Continued from Page 21)

spot. There would be a direct connection between the Foreign Trade Zone on Staten Island, and the Holland Tunnel leading to the Borough of Manhattan. There is a possibility of the erection of a huge bridge across the Narrows, which is the body of water extending between Staten Island and the Borough of Brooklyn, or in lieu thereof or supplementary to that, a tunnel under the Narrows, in the interest of this Foreign Trade Zone and the easy shipment of goods from New England across the so-called 'Hell Gate Bridge,' through Brooklyn, across into Staten Island to this Foreign Trade Zone, a tunnel either very much like the Holland Tunnel, but in any event, to permit the easy trans-shipment of goods from the Northern and the Eastern part of the United States into this Foreign Trade Zone. That would undoubtedly give employment immediately to many who are now unemployed."

Although the employment of 25,000 people was not realized, nor did any of the other extensive improvements materialize, undoubtedly this promise of employment was a potent argument and had much to do with the passage of the Foreign Trade Zones Act.

Upon its passage, the application of the City of New York for the establishment of a Foreign Trade Zone was granted. The Dock Commissioner was placed in charge. This plan for securing business failed and then the city decided to place the operation of the zone in the hands of a private operator. The latter was not bound by any high-sounding statements as to the purposes of the zone. He was not concerned with increasing the re-export and trans-shipment trade of the United States or with reviving its foreign trade. Obviously, the only way he could get business in volume was to slash existing rates and divert business from its usual channels. This, according to the warehousemen, has been done at the expense of the City Treasury and the local taxpaying warehouse industry. The operator was able to fix low rates because he had no real estate taxes to pay, no repairs to make, no fire insurance or dredging to pay for, and no customs guard wages to pay. All of these items are assumed by the City of New York.

Would Broaden Act

Already, proponents of the Act have plainly indicated their intention of seeking to broaden the powers of the Foreign Trade Zones Act. The Secretary of the Foreign Trade Zones Board advocated in 2 addresses during the past year the value of the zone to the importers of merchandise for domestic consumption, instead of the use to facilitate the re-export and trans-shipment trade.

The Deputy Dock Commissioner of the City of New York stated in a recent speech:

"It is ridiculous to think that operation of a zone can be restricted to the handling of goods for trans-shipment or re-export. There is nothing whatever in the law to suggest such a limitation. It is inconceivable that anyone, any city or private corporation, would seek for a grant of a Foreign Trade Zone right excluding the handling of domestic and duty-free goods and prohibiting importation of goods through a zone, unless the Federal Government would undertake to shoulder the expense."

He also advocated that the enforcement of the provisions of the Foreign Trade Zones Act be removed from the control of the Board composed of the Secretary of Treasury, the Secretary of War and the Secretary of Commerce, and be concentrated entirely in the Department of Commerce.

The Deputy Dock Commissioner also proposed that

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the Federal Government should bear all of the customs expense. He said: "The zone starts off with a non-productive expense of \$32,000. To this must be added the cost of office accommodation, telephone, light and heat for the custom officials. In view of the fact that the customs duties collected in 1938 exceeded \$345,000, it seems not unreasonable for the Federal Government to bear all of the customs expenses."

All of the customs expense of handling goods in private industry is borne by industry itself, in spite of the fact that the customs duties collected amount to very nearly \$300,000,000. What chance would private industry have of getting the Government to bear this expense?

Rail Export Traffic 64% Greater

Export traffic through Atlantic and Gulf ports in June, 1940, was approximately 64 per cent greater than in the same month one year ago. Cars of export freight, other than grain, totaled 46,409; compared with 28,320 last year, or an increase of 18,089 cars. This was the largest amount of export traffic moved through the ports since the Association of American Railroads established the office of Manager of Port Traffic last November. Cars of grain for export unloaded in June at these ports amounted to 1,434, compared with 1,431 in June last year.

Eastbound freight, of which approximately 88.8 per cent was for export, lightered in June, totaled 653,007 tons, compared with 599,532 tons in May, 1940, and 292,359 tons in June, 1939. This was an increase of 8.9 per cent, compared with May, 1940, and an increase of 123.3 per cent, compared with June last year. It is estimated that this tonnage was between 75 and 80 per cent of that lightered in June, 1918.

25 Port Captains Named To Control All Shipping

The Coast Guard named 25 captains of American ports to enforce President Roosevelt's proclamation tightening up control of both domestic and foreign shipping.

Sixteen of the captains, all Coast Guard officers, were appointed for the first time at ports which have not had such officers in recent years. Among them were: Philadelphia, Commander L. E. Wells; Cleveland, Capt. W. A. Benham; Detroit, Lieut. H. A. Meyer; Duluth, Minn., Chief Boatswain T. G. Deegan; Seattle, Capt. W. H. Munter; Honolulu, Commander G. T. Finlay.

Among the other 9, whose authority was extended by the President's action, were:

San Francisco, Capt. S. V. Parker; Sault Ste. Marie, Commander John Trebes; Chicago, Commander G. W. MacLane; San Pedro, Cal., Commander L. L. Bennett; San Diego, Cal., Lieut. C. G. Bowman, and Galveston, Tex., Chief Boatswain T. Roberge.

Woodward Stresses Link of Ocean, River Shipping

The close link between ocean and river shipping in the trade picture was emphasized by Commissioner T. M. Woodward of the Maritime Commission at the launching of the towboat William Penn by the Dravo Corp. at Pittsburgh recently. He saw "Pennsylvania" one of the few fortunate States able to recognize by actual experience the great complementary values of ocean and river shipping. One supports and fosters the foreign commerce of the country; the other supports and fosters the internal or domestic commerce. Both are vital interests in national defense. It is not possible to draw a fine distinction between them.

"The seaboard ports are vast funnels for coastwise domestic commerce; the inland river and lake ports are integral links in the transportation chain which includes ocean-going vessels."

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The Philippine Islands and Port Manila

(Continued from page 17)

rayon textiles, some iron and steel products, paper products, chemicals, and fish and fish products, while the main exports were abacá, timber and tobacco. The relative position of the important areas participating in the foreign trade of the Philippines for the year 1935, before the Commonwealth, is shown in the following tabulation:

Countries	P. I. Imports	P. I. Exports	Trade Balance
United States	64.0	80.1	—P41,540,000
Oriental countries	24.3	8.7	— 25,250,000
European countries	10.1	9.9	— 1,334,000
Other areas	1.6	1.3	— 180,000
	100.0	100.0	—P17,444,000

PORT OF MANILA. The Philippines comprise a group of more than 7,000 islands, the 2 largest being Luzon, having an area of 40,814 square miles, and Mindanao with an area of 36,906 square miles. The population, which has almost doubled in the past 30 yrs., is about 15,000,000. The per capita buying power is the highest of any country in the Far East and it is a large and constantly increasing market for foreign manufactured goods, staples and luxuries.

QUARANTINE AND CUSTOMS REGULATIONS: The following regulations and requirements are universal throughout the Philippine Islands:

All vessels from foreign ports are subject to rules and regulations of the United States public health and quarantine service. Quarantine officials are stationed at all open ports.

Documents, as follows, are required by Philippine Customs on arrival of vessel:

- Four copies inward manifest.
- Four copies crew list.
- Three copies complete store list, including any arms on board, also including tobacco in possession of members of the crew.
- Vessel's articles.
- Vessel's register.
- American bill of health from all previous ports since commencement of voyage.
- Four copies passenger manifest on Philippine Customs form.
- Four passenger lists on Philippine Customs form.
- Fumigation Certificate.

TONNAGE DUES: Tonnage dues are charged at the rate of Pesos 0.125 per net register ton, or Pesos 0.35 per metric ton of cargo discharged or loaded at vessel's option. Tonnage dues, when based on net registered tonnage of a vessel, are charged only at the first port of entry or any consecutive voyage. If a vessel neither discharges nor loads cargo, no tonnage dues are assessed.

Overtime: Customs overtime—inspector per hour Pesos 1.00
—guards " " .45

THE PORT OF MANILA, founded by the Spaniards in 1581, is centrally located on the island of Luzon on Manila Bay. The city built around the mouth of the Pasig River, has a population of about 630,000 and covers an area of approximately 14 square miles. Manila, the capital and largest city in the Philippine Islands, has an excellent harbor equipped with adequate modern facilities to handle overseas merchant vessels. This port handles practically all of the export commodities produced on the island of Luzon, as well as a considerable quantity originating in other islands in the Philippine group and brought to Manila by inter-island vessels. As numerous European steamship lines make Manila their only port of call in the Philippines and as the port is the terminus of several U. S. Atlantic and Pacific lines, a large volume of transshipment cargo for ultimate consumption throughout the Philippines, also moves through this port. Imports moving through this port during 1937 had a total value of approximately Pesos 195,000,000, while exports for the same period were in excess of Pesos 157,000,000.

TERMINAL FACILITIES. The terminal facilities of this port are excellent, the harbor being well protected with a breakwater and having ample pier space.

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DRYDOCKS AND REPAIR FACILITIES: There is only one drydock in the Philippines large enough to accommodate an off-shore vessel of ordinary size. This is maintained by the United States Navy at Olongapo on the West coast of Luzon, near the entrance to Manila Bay. This floating dock is available to merchant vessels when not otherwise required by the navy. Ordinary ship repairs can be handled by various machine shops and repair yards located in the port of Manila.

HEAVY LIFTS: Pier No. 7 is equipped with heavy lift cranes capable of handling up to 15 tons. Floating cranes with capacities up to 50 tons are available by special arrangement.

VESSEL EXPENSES—PILOTAGE: Pilotage into or from anchorage is optional, but is compulsory for berthing at or leaving the piers:

To or from piers—vessels under 1,000 tons net register	P18.90 each
To or from piers—vessels of 1,000 to 3,000 tons net register	31.50 "
To or from piers—vessels over 3,000 tons net register	47.25 "
To or from anchorage—vessels under 1,000 tons register	12.00 "
To or from anchorage—vessels of 1,000 to 3,000 tons register	18.90 "
To or from anchorage—vessels over 3,000 tons net register	25.20 "
After sunset—50 per cent additional to above rate.	

DOCKAGE: Wharfage at piers is assessed on the basis of net registered tonnage of vessels.

First 24 hrs. or part thereof, per ton	Pesos .015
Each succeeding day or part thereof in excess of 8 hrs., per ton	" .015
Maximum charge, per day	" 200.00

STEVEDORING:

Coal, per ton	Pesos .65
Coke, per ton	" 1.20
Copra—bulk stowage, per ton	" .70
Copra cake in sacks, per ton	" .60
Hemp, per bale	" .08
Copra meal in sacks, per ton	" .55
Iron/steel, per ton	" .50
Iron/steel scrap, per ton	" 1.25
Kapak, per bale	" .08
Lumber—loading, per M. bd. ft.	" 1.50
Lumber—discharging, per M. bd. ft.	" 1.20
Sugar, per ton	" .425
Tobacco, per bale	" .135
General cargo, per ton	" .375
Cargo gear, per ton	" .03
Overtime—per gang	" 36.00
Launch hire—per day	" 10.00

SURVEY:

Hatch, loading or stowage survey	50.00
Deep tank for coconut oil, loading	100.00

LANDING, STORING AND DELIVERING: General cargo must be delivered over piers—or discharged at anchorage. Lighter expense is for the account of vessel—per ton Pesos, 1.50.

WATER:

At piers, per ton	Pesos .25
In harbor, per ton	" 1.00
A surcharge of 5 per cent is made on all actual labor costs to cover Workmen's Compensation Act.	

Hawaiian Rate Increases

Effective Aug. 1, in connection with general rate increases on Hawaiian traffic, the new rate on canned pineapples and canned pineapple juice to the Pacific Coast ports is \$6.25, or 50 cents higher than before; the Gulf port rate is \$13.50, up \$1. These new rates become effective with steamers scheduled to sail from the last loading port on and after Aug. 6 and from Pacific Coast ports on and after Aug. 1.

From Hawaii to both Pacific Coast ports and Atlantic and Gulf ports, the higher rates became effective Aug. 1.

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Established 1926

THE H. H. SMITH STORAGE CO.
1015-19 Mulberry St.**Merchandise Storage—Drayage—
Pool Car Distribution***Private sidings U.P. and C.B. & Q. Rys.*

KANSAS CITY, MO.

Morris M. Stern, Pres. & Treas.
Norman J. Sipe, V. P. & Secy.**WALNUT WAREHOUSE, Inc.**
2020-24 Walnut St.*"Right in the Midst of Business"*

Most modern warehouse in Kansas City with excellent facilities for efficient service.

Catering to national accounts.
MEMBER: A.W.I., N.W.A., K.C.W.A.

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Merchandise Storage and
Distribution.Track Connections with All
Rail and River Lines.

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WAREHOUSE, INC.**
MAIN & RUTGER STS.

A.D.T. Burglar Alarm.

200,000 Sq. Feet of Service
BONDED Low Insurance

ST. LOUIS, MO.

Most modern warehouse set-up in St. LouisLowest Insurance Rates Twenty-five acres of space
Consolidated freight depot in our building, serving all 15
eastern, western, southwestern trunk lines.

Covered railroad docks, capacity 100 cars daily.

Spacious truck docks facing wide streets to speed up service
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State and U. S. Custom bonded.

Twenty floors office space in connection.

Our prices comparable with other warehouses in this terri-
tory.

Storage available on lease or tariff basis.

ST. LOUIS MART INC.

Warehouse Division.

12th Blvd. at Spruce St.

St. Louis, Mo.

ST. LOUIS, MO.

"SERVICE THAT EXCELS"

Six warehouses in metropolitan St. Louis for your distribution.

Dock facilities at Warehouse No. 6, located on Mississippi River—
Exclusive with us in St. Louis.Liquor Storage—U. S. Internal Revenue Bonded Warehouse No. 1,
U. S. Customs Bonded and Tax Paid Space under same roof.

Complete Distribution Service—Low Insurance Rates—A.D.T. Ser.

*Your inquiries will be given prompt attention.***ST. LOUIS TERMINAL WAREHOUSE CO.**

826 Clark Avenue

St. Louis, Mo.

**ATTENTION
SHIPPERS**

A uniform manufacturing operation can be carried on throughout the year, on seasonal goods, and stored in warehouses for the sales period. This reduces cost of manufacture as overhead and expense are constant.

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Distribution Center for Western Montana

REELY'S**General Storage
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Freight Terminal**MEMBER OF
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MEMBER

1876

1940

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Pool Car Distribution

FIREPROOF

BONDED

STORED OR SHIPPED

LINCOLN, NEBR.

1889 51 Years of Continuous Service 1940

Merchandise and Household Storage—Pool Car Distribution
We operate Thirty Trucks and have connections to all points in the State.
Our buildings are clean, both Fire and Non-Fireproof, located on the lines
of the C. B. & Q.—Mo. Pacific and Union Pacific with all other lines entering
either city, absorbing switching.
We are Bonded by the State—Our Rates are reasonable. We solicit your business
and guarantee satisfaction. Investigation invited.**SULLIVANS**Transfer & Storage Co.
Lincoln, Nebr.
301 N. 8th StreetGrand Island Storage Co.
Grand Island, Nebr.
311 W. 4th Street

LINCOLN, NEBR.

UNION TERMINAL WAREHOUSEConcrete fireproof construction. 215,000 sq. ft. storage; 3000 sq. ft. office
and display space. Consign shipments any railroad. Free switching. Low
insurance rates. See D. & W. annual Directory.**COMPLETE WAREHOUSING SERVICE**

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**CENTRAL STORAGE & VAN CO.**

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COMPLETE WAREHOUSING SERVICE

FIREPROOF WAREHOUSE TRACKAGE MOTOR TRUCKS

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FORD BROS. VAN & STORAGE COMPANY
1024 Dodge Street Omaha, NebraskaOmaha's most modern, centrally located warehouse. Fireproof construction—Fully
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Bond. General Merchandise—Cold Storage—Household Goods Storage. Also operate
modern facilities in Council Bluffs, Iowa. Our own fleet of trucks for quick
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Storage
Warehouse, Inc.**Merchandise and Household Goods**Four modern, sprinklered warehouses, located on trackage.
We handle pool cars, merchandise and household goods.
Trucking service. Let us act as your Omaha Branch.

Main Office, 219 N. 11th St.

Member: A.W.A.—N.F.W.A.

Agents for Allied Van Lines, Inc.

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NASHUA, N. H.

CONCORD, N. H.

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McLANE & TAYLORBonded Storage Warehouses
Offices 624 Willow St.

General Merchandise Storage & Distribution, Household Goods, Storage, Cold Storage, Unexcelled Facilities.

Pool Car Distribution
Direct R. R. Siding, Boston & Maine R. R.

NASHUA, N. H.

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Fireproof Storage

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Household Goods & Fur Storage

Moving—Packing—Shipping—Rigging

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General Offices: No. 1 Newark St.

General Merchandise Storage and Distribution
Piers—Railroad Sidings—Factory Space
Correspondence Invited

JERSEY CITY, N. J.

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in the State

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27 million cubic feet of office, manufacturing and warehousing space in the heart of America's greatest industrial center—metropolitan New York. Warehousing... Industrial Space... Cold Storage... Bonded Stores... Storage in Transit... Distribution and Transshipment.

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NEWARK, N. J.

Newark Central Warehouse Co.

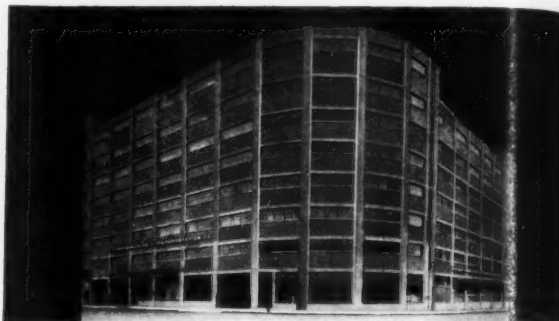
General Offices: 110 Edison Place, Newark, N. J.



In the heart of Newark — serving New Jersey and the entire Metropolitan Area. Sprinklered—low insurance rates. Central R.R. of N. J. 30 car siding. 25 motor truck delivery platform. Motor Freight Terminal. Merchandise automobile storage—branch office facilities.

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... DISTRIBUTE THE LEHIGH WAY"***Alvin T. Rank*
President
"LEHIGH WAREHOUSE offers an all-inclusive responsibility for complete distribution within this vast industrial area of 26,000,000 people. Twenty years serving the largest nationally known manufacturers proves a sound, progressive organization of distribution specialists."

FACILITIES

NEWARK—MAIN OFFICE—98-104 FRELINGHUYSEN AVE.—250,000 sq. ft. Fireproof reinforced concrete and steel const. Floor load, 250 lbs. Sprinkler sys.; A.D.T.; Watchman; Ins. rate, 4c to 10.2c. Siding on Lehigh Valley; and switching to and from Penn. R.R. Cap., 10 cars. Sheltered motor plat.; Cap., 20 trucks.

ELIZABETH—BRANCH—429 NEWARK AVE.—1,000,000 sq. ft. Fireproof, reinforced concrete const. Floor load, 250 lbs. Sprinkler sys.; local alarm sys.; Watchmen; Ins. rate, 3c up to 16.7c. Siding on Penn. R.R. Cap., 30 cars. Sheltered motor plat.; Cap., 30 trucks.

SERVICE FEATURES—Bonded; Licensed, U.S. Wh. Act. U.S. Ins. Rev.; U.S. Cust.; State. All employees bonded. Pool car distribution. Motor terminal and transport service: Company operated fleet of motor trucks covering the Metropolitan area with a regular delivery service; Licensed and bonded trucks maintained to transport liquor and imported merchandise. Special trucks and crews for delivery and installation of electric refrigerators, washing machines, etc.



Established 1919

LEHIGH WAREHOUSE
AND TRANSPORTATION CO., INC.

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SPRINGER TRANSFER COMPANY
ALBUQUERQUEOperating the Only Fireproof Storage Warehouse
in New Mexico

Complete and efficient service in distribution, delivery or storage of general merchandise or furniture.

Member of N.F.W.A.—A.W.A.

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SHIPPERS**FIRE INSURANCE
IS ALMOST ALWAYS LESS
IN A WAREHOUSE
THAN IN THE FACTORY**THE ADVERTISERS IN THIS PUBLICATION**

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16,336 SHIPPERS

of raw materials and finished products.

6,457 CARRIERS

Rail — Water — Motor Freight

4,788 PUBLIC WAREHOUSES

Merchandise — Cold Storage — Household Goods

with their every-month messages to these

28,000 BUYERS of

Services — Supplies and Equipment

We've Heard That—

(Concluded from page 15)

Lines, which currently is carrying about 30 per cent of the nation's air express.

United's survey also enumerates commodities which move most frequently by air express. The largest revenue is from the wearing apparel field. This is followed in order by motion picture films, miscellaneous machinery, printed matter, advertising electrotypes, electrical products and automotive supplies. Then follow flowers, printed books, hardware and in recent months there has been an increase in shipments from radio and phonograph concerns, and truck houses.

Prevents Shifting of Cargo

A patent on an invention for use in freight cars to support the contents of cars against shifting or toppling has been issued to J. T. Walsh, Westfield, Mass., clerk in the employ of the Boston and Albany Railroad. The adjustable apparatus is particularly adapted for use in refrigerator cars and consists of a supporting framework with adjustable gates for bearing against the piles of crates arranged so that one may readily gain access to the car through the usual doors and load or unload either end of the car without disturbing the other end. The gate can be adjusted to hold tight the remaining cargo after a partial load has been removed. —Aronson.

To Limit Can Sizes

Canners of British Columbia are giving consideration to the reduction in number of can sizes on the market. It is held that there are too many different can sizes at present—(there are between 15 and 20 in vegetables alone, it is stated)—and that 4 or 5 should be sufficient. The Canned Foods Assn. of British Columbia is interested in the movement. —Bennett.

Washington and Manhattan Added To West Coast-N. Y. Service

The serious Pacific Coast intercoastal shipping situation is expected to be alleviated to some extent by the addition to this service of 2 large vessels, the United States Lines' "Washington" and "Manhattan," which will operate between New York and San Francisco. The assignment of these 2 ships has been approved by the United States Maritime Commission, according to Kenneth Dawson, Pacific Coast manager of the Panama Pacific Line and vice-president of the United States Line. —Gidlow.

New Improvements Urged on N. Y. State Barge Canal

A proposed additional program of State Barge Canal improvement was defended recently as a vital step to increase carrying capacity of barges at least 15 per cent and assure rapid mass movement of essential materials in wartime.

At a public hearing before Col. E. L. Hall, U. S. Army Engineer for the New York district, spokesmen for shipping interests and the State Public Works Dept. urged that the canal level at locks be deepened to 13 ft.

Under the \$27,000,000-project authorized by the Federal Government, a channel depth of 14 ft. was provided, but the level at lock sills remained at 12 ft.

Col. T. F. Farrell of the Public Works Dept. said the additional work could be fully completed within the \$27,000,000-project.

"The cost of the added improvements will be justifi-

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Albany Terminal & Security Warehouse Co., Inc.

Main office: 1 Dean Street

Storage for every need. Pool cars a specialty. Available storage space for rent if desired. Direct track connections with all railroads running into Albany.

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STORAGE WAREHOUSES

Moving—Trucking—Crating—Shipping—Packing—Pool Cars
Distributed

Daily freight service throughout Capitol District.

ALBANY, N. Y.

JOHN VOGEL Inc.

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OFFICES, 11 PRUYN ST.

HOUSEHOLD GOODS - STORAGE AND SHIPPING.
FLEET OF MOTOR TRUCKS FOR DISTRIBUTION OF ALL KINDS
POOL CAR DISTRIBUTION OF MERCHANDISE
YOUR ALBANY SHIPMENTS CAREFULLY HANDLED
Collections promptly remitted

BROOKLYN, N. Y.

Within the Lighterage Limits of New York Harbor

GREENPOINT TERMINAL CORPORATION

FREE AND BONDED WAREHOUSES
STEAMSHIP PIERS

Fronting on East River, Foot of Greenpoint Ave., Milton, Noble and Oak Sts. Lowest storage, cartage, labor, lighterage and wharfage. Rates quoted on request.

MILTON AND WEST STREETS, BROOKLYN, NEW YORK

BROOKLYN, N. Y.

LEHIGH WAREHOUSE & TRANSPORTATION COMPANY, INC.

Albert B. Drake, President Established 1919
BROOKLYN WAREHOUSE — 184-198 Kent Avenue, Brooklyn, N. Y.
250,000 square feet reinforced concrete and steel construction. Floor load 350 lbs.
Sprinkler system A.D.T. Watchman. Insurance rate 8.6¢. Private siding
B.E.D.T.R.R. switching to and from all lines entering N. Y. Harbor. Capacity
40 cars. Motor truck platform capacity 20 trucks.
SERVICE FEATURES—U. S. Customs Bonded, Pool car distributors, Motor
Terminal and transport service; fleet of motor trucks serving metropolitan area
daily—Licensed and bonded trucks maintained to transport liquors and imported
merchandise. Dry storage and temperature controlled rooms. Dock facilities for
lighters and barges. See Newark, New Jersey for additional facilities.

BROOKLYN, N. Y.

Established 1860



Peter F. Keilly's

Fireproof Warehouses

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"First Moving Vans in America"

Modern Depository for the Storage of
Household Goods

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**GENERAL MERCHANDISE
STORAGE—DISTRIBUTION**RAIL-LAKE-CANAL
TERMINALSINTERIOR WAREHOUSES
100% HEATED—SPRINKLERED600,000 SQUARE FEET
100 CAR SIDINGS
ERIE—NYC—BFO CREEK RRSTEVEDORE
CONTRACTORSHEATED SPACE
OFFICES—MANUFACTURING**BUFFALO MERCHANDISE WAREHOUSES, INC.**
1200 Niagara St. BUFFALO, NEW YORK

BUFFALO, N. Y.

Economical Storage and Shipping**KEYSTONE WAREHOUSE CO.**
SENECA AND HAMBURG STREETS, BUFFALO, N. Y.Served by Great Lakes Transit Corp. Steamers,
N. Y. Barge Canal Lines and all R.R.'s.
Capacity 50 cars daily. Pool car distribution.

One of THE CHAIN OF TIDEWATER TERMINALS and Allied Inland Warehouses

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Knowlton Warehouse Co.

50 Mississippi Street, Buffalo, N. Y.

**POOL CAR DISTRIBUTION
MERCHANDISE STORAGE
PRIVATE SIDING**

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Let us care for your needs in Buffalo

LARKIN WAREHOUSE INC.

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Specializes in handling pool cars. Lowest insurance rates. Stores autos and
No cartage on railroad shipments. general merchandisesGOVERNMENT BONDED WAREHOUSE
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TERMINALS**

... HAVE SOMETHING IN STORE for you ...

LOCATED IN NIAGARA FRONTIER FOOD TERMINAL

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**LEONARD
WAREHOUSES**Member
B.W.A.—
Mayflower
W.A.

Offices—163 Georgia St.

Household Furniture—Storage and Removals—
Local, Long Distance — Special Storage and
Handling of Electrical Appliances for Merchan-
dising Purposes.

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\$10 or \$1,000Regardless of the amount of your
account you are assured of
complete satisfaction at**THE MARKET TERMINAL WAREHOUSE**

Schoellkopf & Co., Inc.

102 Perry St.

Represented by Associated Warehouses, Inc.
New York and Chicago

fied by the benefits to navigation," he added.

He said the project included additional canal widening in places, lowering of lock sills and removal or raising of some railroad bridges which are lower than the legal limit.

**Breweries Ranked by
Output in 1939**

The 25 leading breweries in the United States last year produced a total of 20,252,000 barrels of beer, or approximately 36.5 per cent of the Nation's total beer output, according to an analysis by A. E. Fein, general manager of the Research Co. of America, 80 Wall St., New York.

These breweries ranked according to output, in 1939, as abstracted from the 1940 edition of "A National Survey of the Brewing Industry," as follows:

Output Rank	Brewery Name, Location	Output Barrels (000 omitted)
1	Anheuser-Busch, St. Louis, Mo.	2,304
2	Jos. Schlitz, Milwaukee, Wis.	1,651
3	Pabst, Milwaukee, Wis.; Peoria Heights, Ill.	1,650
4	Jacob Ruppert, New York, N. Y.	1,344
5	F. & M. Schaefer, Brooklyn, N. Y.	1,315
6	P. Ballantine & Sons, Newark, N. J.	1,285
7	Jacob Schmidt, St. Paul, Minn.	810
8	Theo. Hamm, St. Paul, Minn.	780
9	Duquesne, Pittsburgh, Pa.; Carnegie, Pa.; McKees Rocks, Pa.	680
10	Blatz, Milwaukee, Wis.	678
11	Liebmann, Brooklyn, N. Y.	676
12	Chr. Feigenspan, Newark, N. J.	670
13	John F. Trommer, Brooklyn, N. Y.	630
14	Falstaff, St. Louis, Mo.; New Orleans, La.; Omaha, Neb.	622
15	C. Schmidt & Sons, Philadelphia, Pa.	573
16	Minneapolis, Minneapolis, Minn.	543
17	Miller, Milwaukee, Wis.	543
18	Stroh, Detroit, Mich.	536
19	Acme, San Francisco, Cal.; Los Angeles, Cal.	500
20	Pittsburgh, Pittsburgh, Pa.; Uniontown, Pa.	484
21	Stegmaier, Wilkes-Barre, Pa.	433
22	Brewing Co. of America, Cleveland, O.	403
23	Pfaff, Detroit, Mich.	391
24	G. Krueger, Newark, N. J.	382
25	Rubsam & Horrmann, Stapleton, S. I., N. Y.	376
Total		20,252

**Whiskey in Bonded
Warehouses, March 31**

Whiskey remaining in Bonded warehouses, by kinds and by ages, on March 31, 1940, as compared with Dec. 31, 1939, is shown in the following analysis by the Federal Alcohol Administration of the Treasury Dept. Figures are in tax gallons:

	Dec. 31, 1939	Mar. 31, 1940
Corn and Bourbon		
Whiskey	347,977,991	351,738,704
Over 4 yrs.		
old	18,616,561	26,732,132
3 to 4 yrs.		
old	103,835,173	106,225,052
2 to 3 yrs.		
old	86,366,923	79,317,050
Less than 2 yrs.		
old	139,159,334	139,464,472
Rye Whiskey	115,419,133	119,774,934
Over 4 yrs.		
old	17,285,753	22,214,608
3 to 4 yrs.		
old	29,266,091	29,648,685
2 to 3 yrs.		
old	25,107,184	24,683,842
Less than 2 yrs.		
old	43,760,105	43,227,789
Other Whiskey	1,627,587	1,764,415
Over 4 yrs.		
old	582,180	763,734
3 to 4 yrs.		
old	251,421	128,370
2 to 3 yrs.		
old	142,900	302,653
Less than 2 yrs.		
old	651,086	569,658
Total Whiskey	465,024,711	473,278,045

BUFFALO, N. Y.

GENERAL MERCHANDISE—COLD STORAGE
WAREHOUSE

Cargo-Handling
Rail-Lake and Barge
Terminal
96 Car Track
Capacity
1500 Feet Private
Dock



Financing—
Distribution
Auto Dealers
Warehousing
Service
Office and
Factory Space

TERMINALS & TRANSPORTATION
CORPORATION

275 FUHRMANN BLVD. BUFFALO, N. Y.

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40 Warehouses

40 Cities

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Day & Meyer
Murray & Young Corp.



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ELMIRA, N. Y.

A. C. RICE STORAGE CORP.

2—WAREHOUSES—2

MERCHANDISE—HOUSEHOLD GOODS

Pool Cars—Truck and Van Service

MEMBER

AWA—NEWA—ALLIED VAN LINES

NEW YORK, N. Y.

DAYTON STORAGE CO., Inc.

Fireproof Warehouses

Modern Equipment

Lift Van Service

Operated by



Centrally Located

Consign Shipments
To Us

Prompt Remittances

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FLUSHING, L. I., N. Y.

Established 1905

Flushing Storage Warehouse Company

135-28 39th Avenue, Flushing, N. Y.

Fireproof Warehouses



Moving, Packing, Storing and Shipping of Household Goods and Office
Equipment. 10 blocks from L. I. Railroad Corona Freight Station. Serving
Jackson Heights, Elmhurst, Corona, Whitestone, College Point, Bayside,
Douglaston, Great Neck, Little Neck, Port Washington, Manhasset, Hamp-
stead, Garden City.

Members of the A.V.L.—N.F.W.A.—N.Y.F.W.A.—N.Y.S.W.A.

NEW YORK, N. Y.

Fireproof Storage Warehouses

Dunham & Reid
Inc.

The storing, packing, moving and shipping of Household
Goods and Art objects is attended to on a basis of quality.
Dunham & Reid Service surrounds the shipper at all times
with a greater margin of Safety and Security. Low insurance
rates. Prompt remittances. Located in the heart of New
York.

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New York City

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JAMAICA, L. I., N. Y.

1940—OUR 32nd YEAR

JAMAICA STORAGE
WAREHOUSE COMPANY

170th ST. at L.I.R.R., JAMAICA, N. Y.

NEW YORK, N. Y.

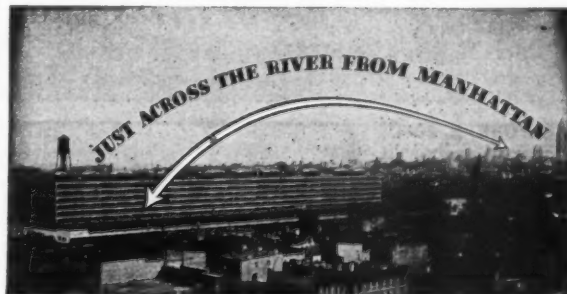
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WAREHOUSE COMPANY, INC.

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(Two blocks from tunnel plaza)

Over 1,000,000 sq. ft. of light, well
ventilated space carrying a 6¢ insur-
ance rate. Over 1000 ft. of truck
platform served by 24 modern
freight elevators and a fleet of high
speed electric trucks. Sheltered
D.L.&W. R.R. siding accommodat-
ing over 50 cars. Present day distri-
bution demands can only be met
thru such ideal facilities as are here
provided.

Albert B. Storch
President



JAMAICA, L. I., N. Y.

Tel. Republic 9-2200

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FIREPROOF WAREHOUSE—VAN SERVICE—PACKING
Heavy Hauling Rigging & Hoisting

VAN WYCK BLVD. AT 94th AVE.

All Long Island points use our Storage—Distribution & Hauling Facilities For
Household Goods, Cased Goods, Etc.

Ship via P.R.R. to Jamaica Station Member N.Y. & N.F.W.A.

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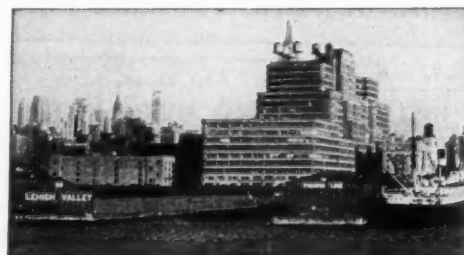
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The Parade of New Products

(Concluded from page 29)

be located at 29th St. and Frisco tracks. Cost of the building, to be of concrete, will be about \$150,000. It will increase the storage capacity of the company in Kansas to 2,750,000 bu. of grain. At the present time the firm operates mills in 4 other Kansas towns, and controls 21 country elevators.—Schulte.

The Liquid Sugar Products Co. is a new firm which has been organized in Baltimore, Md., for the production and distribution of liquid sugar for the syrup industry. The company has taken over the large brick building, having a railroad siding, at 145 N. Haven St., Baltimore, which is being remodeled and equipped for receiving and distributing liquid sugar to syrup manufacturers. The plant is expected to be ready for operation early in July. The liquid sugar will be brought from Cuba in tank cars to Hoboken, N. J., and thence to the company's plant in Baltimore. Bagged sugar will also be brought from Puerto Rico and liquefied at the plant.—Ignace.

Baltimore Ship Arrivals Greater in First 6 Mos.

Despite war conditions, 1,744 vessels arrived at the port of Baltimore during the first 6 mos. of 1940, which represents an increase of 48 ships over the corresponding 6-mo. period of last year, according to figures released by the Maritime Exchange.

However, June arrivals, with a total of 275 vessels, were less by 15 ships in comparison with the same month of last year and also showed a decrease of 13 ships from the total for the preceding month of May of this year, it was pointed out.

Fifteen nations were represented in the arrivals for June of this year. The United States, as usual led with a total for the month of 180 vessels; Norway was second with 28 ships; Great Britain, third, with 17; Japan and Honduras were tied for 4th place with 10 vessels each; then followed Sweden with 9; Panama, 6; Brazil, 5; Netherlands, 3; Spain, 2, and one each from Denmark, Finland, Philippines, Venezuela and Yugoslavia.

The value of the foreign and domestic goods handled at Baltimore during the first 5 mos. amounted to \$114,479,827. And for the corresponding 5-mo. period of last year the export-import total value was \$57,980,767.

Exports through the port accounted for \$77,664,440 worth of trade. This figure represents an increase of 126.7 per cent in value over the 1939 figure of \$34,259,884. Import valuations were up 55.2 per cent—\$36,815,387 as compared with \$23,720,883 for 1939.

In total tonnage of foreign trade handled at the port for the 5-mo. period, imports and exports amounted to 4,176,213 short tons, representing an increase of 58.1 per cent over the 1939 total of 2,641,983. Exports were up 168 per cent as regards tonnage. Imports showed an increase of 25.7 per cent.

Shipping in the Baltimore harbor has been placed under military control for the first time since the World War, under an order issued by the Secretary of the Treasury, growing out of President Roosevelt's proclamation tightening control of vessel movement during the present emergency.

Lieut. Walter C. Capron, commanding officer of the United States Coast Guard patrol boat Calypso, based at Fort McHenry, has assumed the duties of port captain. The authority vested in the port captain gives him absolute control over the movement of all vessels in the harbor. The port captain has opened headquar-

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RATES ON REQUEST

ters in the Custom House. Steamship operators not understand the immediate reason for the tightening of the strings on vessel movements.

Appointment of the port captain is in line with shipping regulations requiring approval of each clearing by the Treasury Department's new office of merchant ship movements. Merchant ships, belligerent foreign-flag generally, and American flag are clearing the port without delay. The ship clearance is being handled by the staff of the Collector of the Port in compliance with the issuance of instructions from Washington.—Ignace.

**St. Lawrence Route Held
Vital by King**

Prime Minister Mackenzie King warned in the House of Commons at Ottawa, Canada, that Germany "must do everything to block" the St. Lawrence River shipping route in an attempt to starve England.

The Prime Minister gave the warning while answering demands by Conservative Leader R. B. Hanson that the Government's act to conscript the country's human and material resources for the defense of Canada be administered by Parliament and not by order-in-council.

Prime Minister King explained that the provision making the mobilization bill effective by order-in-council was necessary to permit the Government to take swift action whenever an emergency arises. An emergency might arise, he pointed out, while Parliament was in sitting.

"If a situation on our Coast develops as has on the coasts of several countries recently, many emergency measures might well have to be taken between adjournment on Friday and the following Monday," he said.

"It will be more necessary than ever for the British Isles to turn to Canada for supplies of every kind. One route which must be kept open more than any other is that between England and the St. Lawrence."

"The Germans will do everything to block it and starve England."

The Prime Minister emphatically denied that the Mobilization Act was "nothing but an old fashioned conscription act," as it was interpreted by "the press." "It is nothing of the sort," he said. "It is a measure to assure that all men and women will be able to do for the country that for which they are most useful."

The Act, he said, was not "just conscription of manpower," but affects every phase of industry, finance and social life in Canada.

**7% Increase in Matson
Rates to Hawaii**

New tariffs to become effective Aug. 1 for freight rate increases of approximately 7 per cent between Los Angeles Harbor and the Hawaiian Islands have been filed with the U. S. Maritime Commission by the Matson Navigation Co. C. S. Booth, Los Angeles, head of the line's freight department, announced increases in operating costs impelled the company to make some increases in Hawaiian freight rates, generally proportional.

The new rate on general merchandise will be \$7.50 weight or measurement as compared with the current \$6.75 per ton. The increase in this instance corresponds to 1 1/4 cents per cu. ft., or 2 1/2 cents per 100 lbs.

The rates will apply also to other Pacific Coast ports touched by Matson line vessels. The tariff provides that all rate changes become effective from all ports on vessels scheduled to sail from the last loading port on or after effective date of the tariff, irrespective of whether or not the shipment was received prior to the effective date.—Herr.

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Established 1906

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ATTENTION
SHIPPERS

The warehouseman will keep
you informed of local tax, legislative
and labor conditions, which
mean real money to the manufacturer.

Waterways and Terminals

(Continued from page 27)

tee and the Southwestern Freight Bureau docketed proposals for an import rate of \$4 per gross ton on zinc concentrates from Gulf ports to East St. Louis, Ill., and South Fort Smith, Ark., and a proportional export ship's side rate of \$4.90 a net ton on the zinc smelted from the import concentrates, with both rates to expire Dec. 31, 1940.

Several of the rail carriers having filed objections to the proposal, it has been listed for consideration at the September meeting of the Southern Ports Committee.

Heavy St. Mary's Canal Traffic

A total of 13,455,407 tons of freight passed through the St. Mary's Ship Canal of the Soo during June, bringing the total for the current season to 26,938,872 tons. War markets for iron ore and grain are responsible for the heavy traffic.

Maintain Service in Spite of War

Although both the Norwegian and Netherlands lines that have been trading in the Great Lakes are under restrictions imposed from London, they are continuing to operate.

The Fjell freighter Ravenfjell was due to dock at Detroit on her inbound trip. Third of the Norwegian vessels to enter the lakes this year, she will take on a Detroit cargo. Two other Fjell ships, the Ornefjell and Taborfjell, are now on this side of the Atlantic and expected in the lakes soon, according to James Higgins, agent for the owners.

Now at Fort William, unloading glass and binder twine, is the newest of the Oranje Line freighters, the Prins Willem III, which made her maiden trip into the lakes last fall. The Prins Willem II, loaded with coal for Montreal, has been placed under an \$8,000-bond at Sandusky, where she was held for refusal to deliver contracted freight. The Oranje vessels are now under the committees formed in London and New York for direction of Netherlands ships.

War conditions have prevented these foreign lines from gaining the advantage secured by the ruling out of the Great Lakes clause in the North Atlantic Shipping Conference contracts by the United States Maritime Commission. This clause had prevented lake shippers from making use of direct service to Europe from the lakes, if they also had to use conference vessels from seaboard ports.

Record Cleveland Sulphur Cargo

What is undoubtedly the largest sulphur cargo ever to enter Cleveland Harbor, exceeding 5,000 tons, was unloaded early in July from the James Watt of the Nicholson Transit Co.

Lakes Ore Tonnage

Twenty of the 22 companies operating American Great Lakes ore carriers were operating at 100 per cent capacity as of June 15, according to the monthly compilation of M. A. Hanna Co., Cleveland. Out of 297 vessels comprising the American Great Lakes ore fleet, 291 carriers or 98 per cent, are in service. The report shows that all of the 291 steamers are being employed in the ore trade.

The Great Lakes Steamship Co. has 3 of its 18 ships idle and the Columbia Transit Co. has 3 of its 12 vessels out of operation. All of the other ore fleets are operating at capacity. As of May 15, last, only 263 vessels in the American Great Lakes ore fleet were in

TOLEDO, OHIO

Merchants and Manufacturers Warehouse Co.

15-29 So. Ontario St.

Center of Jobbing District



Sprinklered Fireproof Building—100,000 Square Feet—Dry Storage—70,000 Cubic Feet Cold Storage—Private siding Nickel Plate Road—Free Switching—Merchandise Storage—Pool Car Distribution—Negotiable receipts—Transit Storage Privileges—Low Insurance Rates—City delivery system.

TOLEDO, OHIO

NATIONAL TERMINALS CORPORATION

OFFICE: 247 MORRIS STREET

Phone Adams 8275

Most Economical Warehouse and Distribution Services Via Water, Rail and Truck Are Available Through Toledo's Best Located Most Accommodating Warehouses and Docks.
Two Private Docks Capable of Serving Any Size Boat on the Lakes. Both Inland and Dock-Side Warehouses.

TOLEDO, OHIO

"QUICK SHIPPERS"

TOLEDO TERMINAL WAREHOUSE, INC.

128-138 VANCE STREET, TOLEDO, OHIO

Merchandise storage . . . Pool car distribution . . . Fireproof . . . Private siding Nickel Plate Road . . . Free switching . . . Negotiable receipts . . . Transit storage arrangements . . . Motor truck service . . . Located in Jobbing District . . . U. S. Customs Bonded.

MEMBERS: American Warehousemen's Association
Ohio Warehousemen's Association
Toledo Chamber of Commerce

Represented by ALLIED DISTRIBUTION INC. CHICAGO
NEW YORK 11 WEST 43RD ST. PHON. 6-0968 1325 NEWBERRY AVE. MO. 5531

OKLAHOMA CITY, OKLA.



TULSA, OKLA.

JOE HODGES FIREPROOF WAREHOUSE

Merchandise Storage—Pool Car Distribution

Located in Center of Tulsa Wholesale District

Member: A.W.A., N.F.W.A. and American Chain of Warehouses

TULSA, OKLA.

TULSA TERMINAL WAREHOUSE CO.

Merchandise & Household Goods.

Distribution — Storage — Moving — Packing.
Heavy Hauling & Machinery Placement.

Fireproof Warehouse 8 No. Cheyenne
Members—M.W.A.—S.W.W. & T. Ass'n.

ATTENTION SHIPPERS

Public warehousing is a tool of commerce that is as beneficial to business as Dun and Bradstreet, transportation agencies, insurance companies, banks and advertising organizations.

PORTLAND, ORE.

Colonial Warehouse and Transfer Co.

Operating Public and Custom Bonded Warehouses
Licensed under the U. S. Warehouse Act
Merchandise, Storage and Distribution
Private Siding Free Switching Sprinklered
1132 N. W. GLISAN STREET



PORTLAND, ORE.

H. M. CLARK, Pres.

HOLMAN TRANSFER COMPANY
STORAGE DISTRIBUTION

116.5.

SINCE 1864

1306 N.W. Hoyt St.

A.W.A.—O.S.W.A.

PORTLAND, ORE.

LET LYON GUARD YOUR GOODS


Carload
Distributors

SEATTLE PORTLAND, Ore.
2010 Dexter Ave. 1501 N. W. Kearney St.
Dean McLean, Mgr. Walter Holman, Mgr.

PORTLAND, ORE.

J. H. CUMMINGS, Pres.

MERCHANDISE, STORAGE & WAREHOUSING

Northwestern Transfer Co.

General Forwarding Agents



SPECIAL ATTENTION GIVEN TO POOL CARS
Our private siding is served by all railroads
1504 N.W. Johnson St., Portland, Oregon
Established 1888

PORTLAND, ORE.

OREGON TRANSFER COMPANY

Established 1868

1238 Northwest Glisan Street Portland, Oregon

U. S. BONDED and PUBLIC WAREHOUSES

Merchandise Storage and Distribution
Lowest Insurance Rates—Sprinkler Equipped
Member A. W. A.
Eastern Representatives Distribution Service, Inc.

PORTLAND, ORE.

MERCHANDISE WAREHOUSING AND TRANSPORTATION

Pool Cars and L. C. L. Distribution to the Pacific Northwest and
Inland Empire with Free Pick Up and Delivery Service to All Main
Points. Route your shipments Via Water or Rail to us.

PIHL TRANSFER & STORAGE CO.

1231 N. W. Hoyt St. Portland, Oregon
Our Personal Supervision assures you prompt and proper service.

PORTLAND, ORE.

COVER THE NORTHWEST
THROUGH**RUDIE WILHELM WHSE. CO., INC.**

Rudie Wilhelm, Pres.

Member A.W.A.

U. S. Bonded—Concrete Building—A. D. T. Sprinkler System

Complete Facilities for Storage and Distribution
of All Commodities

Agents: Universal Transcontinental Freight Service

ATTENTION
SHIPPERS

Often goods are damaged in transit. The warehouse carefully checks each incoming lot and includes carrier's inspection report with receipt for claim purposes. The goods always reach the customer in good condition.

service, with but 218 actually operating in the ore trade. The June 15 standing not only shows an increase in the total of ore vessels operating, but also reveals withdrawal of steamers from non-ore carrying and their assignment to the ore trade.

Following is a record of the American ore fleets now operating:

Fleet	Ships in Commission
Pittsburgh Steamship Co.	74
Interlake Steamship Co.	44
Hutchinson & Co.	22
Cleveland Cliffs Iron Co.	22
Great Lakes Steamship Co.	15
Bethlehem Trans. Co.	14
M. A. Hanna Co., Agents	13
Wilson Transit Co.	13
Columbia Trans. Co.	9
G. A. Tomlinson	10
Reiss Steamship Co.	12
Buckeye Steamship Co.	7
Midland Steamship Co.	6
Boland & Cornelius	4
Interstate Steamship Co.	4
H. & G. M. Steinbrenner	3
Shenango Furnace Co.	2
Ford Motor Co.	2
Wisconsin Steel Co.	2
D. Sullivan & Co.	2
Brown & Co.	3
Dolores Steamship Co.	1
Total	291

Ashburn Enterprise

It is learned that Gen. T. Q. Ashburn, former president of the government-owned Inland Waterways Corp. (Federal Barge Lines) is identified with the American Barge & Dock Co., recently incorporated in Delaware. The new Ashburn enterprise is said to control extensive coal mines in Alabama on the Tennessee River and that it plans to move this coal to St. Paul and other upper Mississippi River points in its own barge equipment.

Kerr-Gifford, Portland, Leases Hanford Terminal, Seattle

Col. W. C. Bickford, general manager and chief engineer, Port of Seattle, recently revealed conclusion of an agreement with Kerr-Gifford & Co., Inc., Portland, Oregon, for leasing of the port's Hanford Street Terminal, Seattle, for one year.

A. G. Tuohy, representing Kerr-Gifford, said in Seattle that his firm would use the elevator for storage of all its products, including wheat, oats, barley, rye, linseed and linseed oil, linseed meal, flour and by-products. The terminal has a storage capacity of 1,300,000 bu. of grain.

Kerr-Gifford & Co. has extensive grain handling facilities in Portland, but this is the first time it has arranged to ship grain and grain products through Seattle. The company also maintains branches in many parts of the United States, and agents in foreign countries.

Blackstrap Molasses Trainload Rate of 15 Cents

The Mobile & Ohio Railroad has given notice of intention to proceed with independent publication of a trainload rate of 15 cents per 100 lbs. on imported blackstrap molasses from Mobile to Decatur, Peoria and Pekin, Ill., with the Illinois Terminal Railroad as connecting carrier. It is stated also that the Illinois Central Railroad has announced that it will join the origin lines in publishing the through rates.

The Wabash has indicated intention to join with the Mobile & Ohio in establishing the rate to Decatur, while the I. & M. and the C. & N. W. have announced they will join in the rate to East St. Louis.

BETHLEHEM, PA.

ALLENTOWN BETHLEHEM AND EASTON Private Siding LEHIGH & NEW ENGLAND R. R.

50,000 CU. FT. COLD STORAGE
50,000 SQ. FT. DRY & HOUSEHOLD STORAGE



Lehigh and New England Terminal Warehouse Company
15th Avenue, North of Broad Street, Bethlehem, Pa.

HARRISBURG, PA.

Pool Cars
Efficiently Handled
Merchandise and Household Goods Storage



HARRISBURG STORAGE CO., Harrisburg, Pa.
P. R. R. Siding Agent for Ace Mayflower Transit Co.
American Warehousemen's Association, Mayflower Warehousemen's Association, Penna. Furniture Warehousemen's Association, Penna. Warehousemen's Association, American Chain of Warehouses

HARRISBURG, PA.

KEYSTONE WAREHOUSE
GENERAL MERCHANDISE STORAGE
POOL CARS DISTRIBUTED
BRICK BUILDING—LOW INSURANCE
STORE DOOR DELIVERY ARRANGED FOR PENNA. R. R. SIDING
OPERATED BY HARRISBURG WAREHOUSE CO.

HAZLETON, PA.

KARN'S STORAGE, INC.
MERCHANDISE WAREHOUSE L.V.R.R. SIDING
Storage in Transit Pool Car Distribution
Packing — Shipping — Hauling
Fireproof Furniture Storage
Est. 1915 Members: Mayflower W.A.—P.F.W.A.—P.W.A.

LANCASTER, PA.

LANCASTER STORAGE CO.
LANCASTER, PA.
Merchandise Storage, Household Goods, Transferring, Forwarding
Manufacturers' Distributors, Railroad Distribution, Local and Long Distance Moving
Members May. W.A.—P.F.W.A.

PHILADELPHIA, PA.

FENTON STORAGE CO.
Est. over 50 years.
Absolutely Fireproof 46th and Girard Ave.
Cable Address "Fenco"
Pool Cars a Specialty P. R. R. Siding
Storage, moving and distribution of household goods and merchandise

PHILADELPHIA, PA.

Fidelity—20th Century Storage Warehouses
General Offices—1811 Market St.
Agent for Allied Van Lines, Inc.
Bus type vans for speedy delivery anywhere. We distribute pool cars of household goods. Prompt remittance.
Assoc. A. W. A., N. F. W. A., Can. S. & T., P. F. W. A.

PHILADELPHIA, PA.

GALLAGHER'S WAREHOUSES
Established 1885
708 South Delaware Avenue
Merchandise Storage Storage in Transit
Direct Siding-Penna. RR. and Reading RR.
Pool Car Distribution
Represented by Associated Warehouses, Inc.
New York Deliveries Chicago
52 Vanderbilt Ave. City and Suburban 330 Canal St.
Murrayhill 9-7645 Franklin 6763

PHILADELPHIA, PA.

2,100,000 Square Feet
MERCHANTS WAREHOUSE CO.
10 Chestnut St. Phone: LOM. 8070
11 modern buildings in leading business sections. Served by all R.R.'s. Loading and unloading under cover. Storage-in-transit privileges. Goods of all kinds, bonded and free.
One of THE CHAIN OF TIDEWATER TERMINALS and Allied Inland Warehouses

PHILADELPHIA, PA.

BUELL G. MILLER, President
MILLER
North Broad Storage Co.
BROAD & LEHIGH & BRANCHES
Member P.M.T.A., C.F.M.A. of Pa.

PHILADELPHIA, PA.

22 Modern Warehouses
CENTRALLY LOCATED in all leading business sections... close to piers... direct connections with all R.R.'s... and our own fleet of 22 modern transports.
OVER 1,000,000 Sq. Ft. of storage space for merchandise of nearly every kind, bonded and free. Modern buildings with low insurance rates, and equipped for prompt and economical service.
SHIPPING to and from all eastern markets and world ports.
WRITE for particulars regarding many valuable services offered.
PENNSYLVANIA WAREHOUSING & SAFE DEPOSIT CO.
General Offices, Cor. 4th & Chestnut Sts., Philadelphia
WARREN T. JUSTICE, President
MEMBER: American Chain of Warehouses
American Warehousemen's Association (Merchandise Division)
Pennsylvania Warehousemen's Association
NEW YORK: Geo. W. Perkins, 82 Beaver St. Tel., Hanover 2-1954
J. W. Terfort, 290 Park Ave. Tel., Plaza 3-1235
CHICAGO: W. H. Eddy, 53 W. Jackson Blvd. Tel., Harrison 1496

A Modern Warehousing Service



with Complete Coverage of the Philadelphia Trading Area

Terminal Warehouses are located adjacent to each of the main retail, wholesale, industrial and river-front areas of Philadelphia. All are of modern construction, and earn low insurance rates. Each is provided with the most up-to-date equipment for the safe, prompt and economical handling of goods of every kind. Special accommodations are provided for household goods.

DIRECT RAIL CONNECTIONS with the Pennsylvania Railroad and the Reading Company. Completely equipped pool car departments.

NEAR BIG PIERS. Exceptional facilities for the handling of water-borne shipments for import or export.

MOTOR TRUCK SERVICE. We operate our own large fleet of motor trucks, making "store door" deliveries throughout the Philadelphia trading area, and can provide "next morning" deliveries anywhere within the area shown on map above.

Write for Further Particulars

TERMINAL WAREHOUSE COMPANY

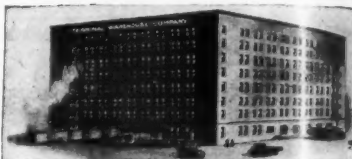
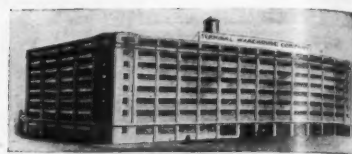
DELAWARE AVE. AND FAIRMOUNT, PHILADELPHIA

MEMBERS: A. W. A., N. F. W. A., Pa. F. W. A.

Represented by **DISTRIBUTION SERVICE, Inc.**

100 Broad St., NEW YORK CITY 219 E. North Water St., CHICAGO 625 Third St., SAN FRANCISCO
Phone: Bowling Green 9-0986 Phone: Sup. 7180 Phone: Sutter 3461

An Association of Good Warehouses Located at Strategic Distribution Centers



PITTSBURGH, PA.

Members: P.W.A.—Pittsburgh W.A.—P.M.T.A.

THOMAS WHITE — Owner and Manager

WHITE

*In the Heart
of Pittsburgh's
Jobbing District*

TWO WAREHOUSES

17th AND PIKE STS.

13th AND PIKE STS.

A Quarter of a Million Square Feet of Space at Your Disposal.

**COMPLETE TRUCKING
FACILITIES.**

POOL CAR DISTRIBUTION

P. R. R. SIDING

STORAGE-IN-TRANSIT PRIVILEGE

Also operators of

WHITE MOTOR EXPRESS CO.

100% Mack Equipment Established 1918

TERMINAL CO.

PITTSBURGH, PA.

DUQUESNE WAREHOUSE CO.

Office: Duquesne Way and Barbeau St.
Merchandise Storage & Distribution

Members A. W. A.

PITTSBURGH, PA.

Established 1911

EXHIBITORS' SERVICE COMPANY

West Gen. Robinson & Scotland Street

Pool Car Distribution—Reconsigning, 24 Hour Service—
Trackage 40 Cars—Daily Service area—20,000 Sq. Miles—90
Company Owned Vehicles—Steel and Concrete Terminal
Cooling Room Space for Perishables.

SCRANTON, PA.

R. F. POST

DRAYMAN & STORAGE WAREHOUSE

221 Vine St.

HOUSEHOLD STORAGE POOL CARS
MERCHANDISE STORAGE PACKING
LOCAL AND LONG DISTANCE MOVING
PRIVATE SIDING, D. L. & W. R. R.

SCRANTON, PA.

The Quackenbush Warehouse Co.

219 Vine Street

MERCHANDISE AND HOUSEHOLD GOODS
STORAGE POOL CAR DISTRIBUTION
D L & W and D & H Sidings
Member of Allied Distribution, Inc.



Obituary

(Concluded from page 22)

also vice-president and general manager of the Lincoln Warehouse, Inc., Chicago.

Surviving him are his wife, Lillian Wood, and a son, Morrison.

Pittsburgh Practitioners Chapter Formed

A Pittsburgh Region Chapter of the Association of Interstate Commerce Commission Practitioners was formed at a meeting of local members, recently, at the Pittsburgh Chamber of Commerce. This is one of a number of such chapters being organized in various sections of the country, others already started being the Chicago, District of Columbia, New York, St. Louis and San Francisco. The purpose of these groups is to promote educational and social activities among the membership in each locality. Discussion of important matters involving practice before the Commission, study of major decisions and proposed legislation affecting traffic and transportation in each of these chapters will be an aid to the national body in the conduct of its national conventions.

Officers elected are: chairman, W. F. Schulten, G.T.M., Pittsburgh Coal Co.; vice-chairman, C. F. McBride, G.T.M., Pittsburgh Steel Co.; secretary-treasurer, D. O. Moore, manager, Freight Traffic Division, Pittsburgh Chamber of Commerce.

Executive Committee: J. C. Beck, A.G.T.M., Gulf Companies; W. W. Collin, Jr, Chamber of Commerce attorney; J. F. Davis, T.M., Babcock & Wilcox Tube Co.; and L. G. Hulst, T.M., United Engineering & Foundry Co.

Blanck's Transfer & Storage Observes 60th Anniversary

J. J. Blanck on June 16 celebrated his 60th anniversary in the transfer and storage business in the East Liberty district of Pittsburgh, Pa. Mr. Blanck founded the Blanck's Transfer & Storage Co. on June 16, 1880.



J. J. Blanck

He still remains as active head of the business and has the distinction of being the longest-established business man in the East Liberty district.

Mr. Blanck erected the first warehouse of fireproof construction in Pittsburgh for the storing of household goods. He also introduced and operated the first padded moving vans in the city. Blanck's Transfer & Storage

UNIONTOWN, PA.

H. D. RYAN—L. G. HOWARD, Proprietors

KEYSTONE TRANSFER CO.

CORNER BEESON BLVD. & PENN ST.
HOUSEHOLD GOODS PACKED, SHIPPED, STORED
LONG DISTANCE MOVING
Private Siding B. & O. R.R.

WILKES-BARRE, PA.

WILKES-BARRE STORAGE CO.

General Storage and Distribution

Prompt and Efficient Service
Storage-in-Transit and Pool Cars

19 New Bennett St.

Wilkes-Barre, Pa.

WILLIAMSPORT, PA.

WILLIAMSPORT STORAGE CO.

FIREPROOF BUILDING—416 FRANKLIN STREET
P. R. R. SIDING

MERCHANDISE STORAGE and DISTRIBUTION
HOUSEHOLD GOODS—DRAYAGE
IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

PROVIDENCE, R. I.

CADY MOVING & STORAGE CO.

FIREPROOF WAREHOUSE

Storage, Moving, Shipping
80-90 Dudley St.

Member National Furniture Warehousemen's Assn.
Agent for Allied Van Lines, Inc.



PROVIDENCE, R. I.

Terminal Warehouse Company of R. I., Inc.

Storage all kinds of General Merchandise, Pool Car
Distribution. Lowest Insurance.

Trackage facilities 50 cars. Dockage facilities on
deep water.

Shipping directions South Providence, R. I.

CHARLESTON, S. C.

Charleston Warehouse and Forwarding Corp.

Merchandise Storage and
Distribution of Pool Cars

Modern Concrete Warehouse. 100,000 Square Feet of Storage Space.
Private Tracks Connecting with All Railroad and Steamship Lines.
Motor Truck Service.

Members of the American Chain of Warehouses, Inc.

GREENVILLE, S. C.

"The Heart of the Piedmont"

TEXTILE WAREHOUSE CO.

Est. 1923

511-13-15 Rhett St.

GENERAL MERCHANDISE—H.H.G. STORAGE

Pool Car Distribution—Motor Truck Service

Low Insurance Rate

Private Siding

**ATTENTION
SHIPPERS**

Warehouse receipts can be used for financing. This is considered excellent collateral by banks and these assets are separately considered.

KNOXVILLE, TENN.

FIREPROOF STORAGE & VAN COMPANY, Inc.

201-211 Randolph St., Knoxville, Tennessee
135,000 square feet on Southern Railway tracks.
Equipped with Automatic Sprinkler
Insurance at 12c. per \$100.00 Household goods shipments
per annum. Pool Cars distributed. Prompt remittance
made.
MEMBERS American Warehousemen's Ass'n
PROMPT AND EFFICIENT SERVICE

MEMPHIS, TENN.

S. S. DENT, Pres.



General Whse. & Dist. Co.
435 So. Front St.

"Good housekeeping, accurate records,
Personal Service"
Located in the center of the Jobbing &
Wholesale District
Sprinklered Low Insurance
Private R. R. siding Perfect service

MEMPHIS, TENN.

W. H. DEARING, General Manager

John H. Poston Storage Warehouses

ESTABLISHED 1894
671 to 679 South Main St.
Insurance Rate \$1.20 per \$1,000 per Annum Distribution a Specialty.
Merchandise storage, dependable service, free switching, Local cartage delivery,
Illinois Central and Cotton Belt Railway tracks. Automatic sprinkler.

MEMPHIS, TENN.

H. K. HOUSTON, Pres.

UNITED WAREHOUSE & TERMINAL CORP.

Warehouse No. 1 Warehouse No. 2
137 E. Calhoun Ave. 138-40 St. Paul Ave.
Memphis, Tennessee

Storage (Mdse.)—Pool Car Distribution—Local delivery service—Office Space.
In the heart of the wholesale district and convenient to Rail, Truck and express
terminals. Eight car railroad siding—(N.C.&ST.L. and L.&N.)—Reelground switch-
ing. Represented by Distribution Service, Inc. Member of A.W.A. and M.W.A.

NASHVILLE, TENN.

124 FIRST AVE. N.

BOND, CHADWELL CO.

MERCHANDISE
WAREHOUSE.
RAIL, TRUCK
AND RIVER
TERMINAL.



NASHVILLE, TENN.

521 Eighth Ave., So.

Central Van & Storage Co.

MERCANTILE AND HOUSEHOLD STORAGE
WAREHOUSE STOCK and POOL CAR DISTRIBUTION
Automatic Sprinkler System—Centrally Located

NASHVILLE, TENN.

ESTABLISHED 1886

THE PRICE-BASS CO.

194-204 Hermitage Ave.
MERCHANDISE STORAGE
Automatic Sprinklered—Spot Stock and Pool Car Distri-
bution—Private Siding



Sometimes storage space is scarce
at the plant, and stocks can be scat-
tered at strategic spots throughout
the country. Often this is cheaper than
building or using valuable factory space.

Co. now operates one of the largest fireproof-con-
structed furniture warehouses in Western Pennsylv-
ania.

The corporation is composed of the father and two
sons, J. J. and J. W. Blanck, who are the sole owners.

**Rates the Same
Through Houston**

The I.C.C. has given 4th section authority to the
Atchison, Topeka and Santa Fe; Colorado & Santa Fe;
and Panhandle & Santa Fe, permitting these carriers
to establish and maintain over their route through
Houston for the transportation of asphalt, dried beans,
peas or lentils, canned goods, condensed milk and dry
or evaporated fruit from San Francisco, Oakland, Rich-
mond, Los Angeles Harbor and San Diego to New York,
the same rates as those now in effect on like traffic over
the route of the Southern Pacific to Galveston, thence
via the Morgan Lines to New York.

**3-Story Addition for
Koon-McNatt, Dallas**

Construction of a 3-story addition has been started
by the Koon-McNatt Storage & Transfer Co., Dallas,
Texas. This modern structure, to be completed in Sep-
tember, will also be the headquarters of the Frigidaire
division of the General Motors Sales Corp. The present
floorspace is 50,000 sq. ft.; the addition will give 75,000
more.

Rail facilities will spot 12 cars at the warehouse
docks. It is expected that upward of 750 carloads of
merchandise will be handled yearly.

Koon-McNatt has an exclusive truck pick-up and
delivery service contract with the Texas and Pacific
Railroad, and also has contracts with all common car-
riers to enable them to give free service on all types
of merchandise.

The new building will have modern offices for brokers
and manufacturing agents, as well as display and stor-
age space.

Callan to Build Warehouse at Ft. Worth

Woody Callan has started construction of a warehouse
and terminal at Fort Worth, Texas, to house the Cen-
tral Forwarding Co. and the Central Freight Lines.
The building will be of monolithic concrete and brick,
will have two stories and a basement, and provide about
20,000 sq. ft. of storage space, in addition to the freight
terminal, loading docks and offices. The estimated cost
is \$26,000. The Central company has been in Fort
Worth since 1925. The new warehouse building will
bring the warehousing branches to five, the other four
being in Waco, San Antonio, Austin and Houston.

**Robinson Warehouse Adds Space
at Corpus Christi**

By adding 7500 sq. ft. of space, the Robinson Ware-
house and Storage Co., Corpus Christi, Texas, has
brought its total up to 10,000 sq. ft. The new unit is
an all-steel building with a concrete floor and is located
across the street from the present location.

**Western Auto Supply in
Maas-Morgan Warehouse**

The Western Auto Supply Co. is moving its ware-
house from 3214 Main St. to the Maas-Morgan Ware-
house, Dallas, Texas, where it has leased 76,000 sq. ft.
of space for a period of 5 yrs. It will be used for a
supply center for all of the retail stores in that district.
—Smith.

AMARILLO, TEXAS

WM. C. BOYCE J. A. RUSH
Armstrong Transfer & Storage Co., Inc.

First and Pierce Sts.

Distributors of Merchandise
BONDED WAREHOUSES

Amarillo and Lubbock, Texas

Contract operators for all rail lines and Universal Carloading and
Distributing Company.

Member Southwestern Warehouse & Transfermen's Association—
American Chain of Warehouses



BEAUMONT, TEXAS

TEXAS STORAGE COMPANY

656 Neches St.

Beaumont, Texas

Merchandise and Household Goods
Warehouse, Concrete Construction
30,000 Sq. Ft. Distribution of Pool Cars
Transfer Household Goods

Agent for A.V.L. Member of N.F.W.A.—S.W.A.T.A.



CORPUS CHRISTI, TEXAS

Corpus Christi Warehouse and Storage Co.

P. O. Box 1976

Corpus Christi, Texas

Located on the Navigation District

Complete staff of experienced Merchandise Warehousemen.

Modern facilities for the handling and storing of Merchandise. Lowest insurance
rates in Corpus Christi.

Consolidate pool cars for inland points such as, San Antonio, Laredo and Rio
Grande Valley Points.

DALLAS, TEXAS

In Dallas It's Binyon-O'Keefe

With three warehouses having a total of 180,000 square feet of floor space; with our
private side and free switching to Dallas' eleven Trunk Line Railroads—in Dallas,
Binyon-O'Keefe is best prepared to serve you.



For 60 Years **BINYON-O'KEEFE** For 60 Years
Fireproof Storage Co. Dallas

Associated with Distribution Service, Inc.



DALLAS, TEXAS

**DALLAS TRANSFER AND
TERMINAL WAREHOUSE CO.**

Second Unit Santa Fe Building, Dallas, Texas

Modern Fireproof
Construction—
Office, Display,
Manufacturers,
and
Warehouse Space

Operators of the
Lone Star Package Car
Company (Dallas and Fort
Worth Divisions)

H. & N. T. Motor Freight Line

Agents for Allied Van Lines, Inc.

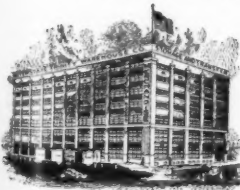
MEMBERS A.W.A., N.F.W.A., American Chain of Warehouses
Southwest Warehouse & Transfermen's Assn. Rotary Club



DALLAS, TEXAS

**INTERSTATE-TRINITY
WAREHOUSE COMPANY**

301 North Market Street, Dallas



Merchandise Storage and
Distribution

Household Goods Storage,
Moving & Packing

Long Distance Hauling

Associate Managers

W. I. Ford R. E. Abernathy

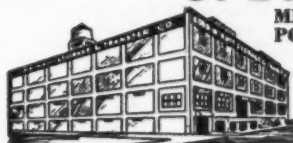
DALLAS, TEXAS

SPECIALIZING

MERCHANDISE STORAGE
POOL-CAR DISTRIBUTION

SERVING THE GREAT
SOUTHWEST AREA

EVERY ACCOUNT IS
PERSONALLY SUPERVISED
BY THE MANAGEMENT



KOON-McNATT STORAGE & TRANSFER CO.

911 MARION ST.



CONTRACT OPERATORS
FOR ALL RAIL LINES AND
UNIVERSAL CARLOADING
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Merchandise

Household Goods

Convention News

Independent Movers' Group Re-Elects Geipe

The Independent Movers' & Warehousemen's Assn., at its annual convention in Detroit, July 11 to 13, re-elected J. Norman Geipe, Baltimore, president. J. C. Pugh, Long Island City, N. Y., was reelected treasurer. Other officers elected were A. H. Stevens, Saginaw, Mich., vice-president; and George W. Wiederspan, Lincoln, Neb., secretary. Jefferson C. Church was re-appointed executive secretary.

This meeting was the largest since the organization of the group in 1937. Over 150 attended the banquet, held the last night.

A uniform insurance set-up covering cargo and "all-risk" insurance to be recommended to the members, was thoroughly discussed at a committee meeting. It was also decided that all members shall place on their vehicles an insignia of the association. Exchange of loads between the members and return loads was discussed. In order to enable the members to cooperate with each other and furnish better service, the association is publishing a directory of members showing names, street addresses, storage facilities and number of vehicles, as well as territory in which each member is authorized to operate.

A new set of by-laws was adopted to provide, among other things, for representation of members in various regions according to the membership of the board of directors.

The group went on record as opposed to Bill S.3974, which is designed to eliminate advertising for bids on Government moves.

A resolution will be submitted to the Government, offering full cooperation of the members in the defense program.

N.F.W.A. Summer Convention Attended by 140

A full schedule of business sessions and a planned sports program combined to make the summer meeting of the National Furniture Warehousemen's Assn. a most successful event. Held at Lake Lawn Hotel, Delavan Lake, Wis., July 8 to 13, the locale attracted 140 warehousemen from all over the country.

Attention at the business sessions was about equally divided between matters of interest to Allied Van Lines with respect to long-distance operations, and to the N.F.W.A., in whose sessions the emphasis was placed on storage, side lines, legislation, insurance, etc.

J. R. Walker, president of the O. K. Storage & Transfer Co., Memphis, Tenn., was elected to serve as chairman of the 1940-1941 nominating committee, filling the unexpired term of his father, James M. Walker, who died in May.

C. F. Basil Tippet, as chairman of the statistics and cost reduction committee, held a round table breakfast session which commanded the interest of a large number of warehousemen who are concerned with the practical application of cost analysis to their business operations. Through Mr. Tippet's efforts, a club has been formed to study cost problems. Mr. Tippet was selected to serve as chairman of the club. Griswold Holman will serve as secretary. About 30 warehouses have indicated their desire to participate.

With respect to legislative matters, the jurisdiction of the I.C.C. in wages and hours received considerable attention. It was decided that the N.F.W.A. would be represented at the I.C.C. hearings in Chicago, which started late in July.

Considerable time was spent in considering tariffs

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AUTOMOBILE STORAGE

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50,000 SQUARE FEET PRIVATE RAIL SIDING
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Norfolk's Finest Fireproof Furniture Warehouse

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Three Fireproof Storage Warehouses—510,000 Cubic Feet Floor Space—Automatic Sprinkler System—Low Insurance Rates—Careful Attention to Storage—Packing and Shipping of Household Goods—Private Railroad Siding—Pool Car Distribution—Motor Van Service to All States—Freight Truck Line.

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and rate levels. An Allied committee was authorized, as a result of this discussion, to study the situation and arrive at an early decision as to what action should be taken to meet the competitive situation. This group, however, hesitates to inaugurate a price war, since the discussion from the floor indicated a feeling that such a condition would harm the "little fellow" quite as much as the major long distance operator, as represented by A.V.L.

The subject of insurance, discussion of which was under the chairmanship of Francis E. Buckley, brought out the fact that there is frequently a misunderstanding of transit insurance by motor truck carriers. This has to do with the fact that insurance covering the liability of the carrier for goods in transit is distinct from direct insurance of the goods in transit for the account of the owner. For example, motor truck cargo insurance required by the I.C.C. regulations and by various State regulatory bodies, insures the liability of the carrier only under his bill of lading and does not insure the goods excepting as to such liability. These policies are also written on the basis of 2 distinct types of coverage; namely, liability for named perils, or liability arising from any cause. The reason for insuring the liability of the carrier only, instead of the goods themselves, is based on the fact that the carrier has no insurable interest or right to insure the goods except on instruction from the owners, but, of course, has a right to insure his liability for such goods under a bill of lading. This is a distinction which is frequently not clear to both carriers and the owners of the goods.

It was reported that packing materials have been increased in cost. Companies that base their prices of packing on hundredweight were warned to analyze their costs thoroughly. The defense program of the Government will probably play a part in further increases and the warehousemen were warned to acquire reasonable stocks as a matter of protection against possible future price increases.

President A. D. Bullock, in his address at the opening of the meeting, stated that industry has been living on the fats stored up in other years. In the 1920's a profit was made by 57 per cent of the incorporated business, but this had shrunk to 40 per cent in 1937. Gross income from all corporations was about the same in 1937 as in 1926, but the profits in 1937 were 43 per cent less than in 1926. Mr. Bullock also stated that from the economic standpoint, the United States has not acted wisely in solving the problems born in depression and the constant weakening of our economy will make it harder to withstand the impact of new problems.

**War Risk and Repair Bills
Are Now Laws**

President Roosevelt has signed a bill which gives the Maritime Commission authority to insure American vessels against war risks, under a \$50,000,000 appropriation. The fund is to be used as a revolving fund for the insurance and to provide for administration.

The measure is similar to the Federal war risk insurance carried by the Government during the World War, and is designed to protect ship owners from an insurance market already overcrowded with available contracts. It is believed that with the operation of the Maritime Commission plan, many contracts for insurance will be returned to this country from London.

Under the provisions of the bill the Maritime Commission will have authority to insure ships, cargoes and personnel against damage or destruction due to war risks or capture by an enemy, but only when such insurance cannot be obtained from private firms at "reasonable rates."

The President also signed legislation authorizing the Commission to maintain laid-up merchant vessels. The

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Freight Hauling — Contractors Hauling

Specializing in
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Quick Handling of Stop Over Cars—Prompt Returns
Complete Facilities for Motor Freight Lines

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MERCHANDISE STORAGE & DISTRIBUTION
INSURANCE RATES 20c PER \$100 PER YEAR

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Pool Car Distributors
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ROANOKE PUBLIC WAREHOUSE

Capacity 500 Cars
Private Railroad Siding



Automatic Sprinkler
Accurate Accounting

We make a Specialty of Storage and Pool Car Distribution
for Agents, Brokers and General Merchandise Houses.

Member of American Chain of Warehouses

measure is intended to prevent deterioration of merchant ships which are idle due to the closing of their normal trade routes.

**Contract Rate Increases From Pac.
Coast Ports to Straits Settlements**

Increases in contract rates, ranging from \$1 to \$1.50 per ton on shipments moving from the Pacific Coast to ports in the Straits Settlements, have been established by the Straits Conference.

The new rates, covering approximately 30 items, became effective June 7 on all new bookings for loading on or after July 10.—*Brouthers.*

**Pier Rental Is Increased
At San Francisco**

On July one, J. F. Marias of the San Francisco Harbour Commission put into effect new pier rentals, which foreign and intercoastal shipping concerns estimate will increase these costs 100 per cent.

Formerly, coastwise and inland waters shipping companies have been paying 1-2/10 cents per square foot per month; foreign and intercoastal concerns have paid half this amount, or 6 mills per square foot per month. What the Harbour Commission has done, Mr. Marias points out, is to even the charges so that the 2

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Cold Storage — Dry Storage — Rentals — Pool Car Distribution — Office Rentals
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Free switching service—Low insurance rates
Associated with leading warehouses through
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GENERAL MERCHANDISE
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100,000 sq. ft. capacity
Established 1900



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Merchandise Department
Largest Spot-Stocks in the
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Member of A.W.A.—American Chain of Warehouses

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Assembling and distribution of
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Agents for JUDSON

TACOMA, WASH.

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Member



Drayage, Storage & Distribution

Forward your Stop in Transit and Pool Cars in
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No headaches for the Sales or Traffic Managers who entrust their distribution in our territory to us and we can prove it by those who have used us 15 years. We have always given service plus.

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Est. 1920

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Pool Car Distribution Sales Representation
Brick building equipped for economical storage and distribution. Reached by C&NW—Soo—CM&StP.
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Established 1903

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Merchandise Distributors and Household Goods Forwarders.

Haulers of Cement and Contractors Equipment and Heavy Machinery to All Points.

U. S. Customs, Warehouse, State and Public Bonded.
Waterfront Facilities: Private Siding CM&StP—C&NW—GB&W
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ON JOINT TRACKS CM&StP&RR AND C&NWRY

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POOL CAR DISTRIBUTION - STORAGE IN TRANSIT

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FACILITIES FOR DRUMMING BULK OILS FROM
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18 Warehouses

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WAREHOUSE SERVICE OF EVERY DESCRIPTION
RAILROAD SIDINGS AND DOCKING FACILITIES
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Milwaukee's most modern and best located Waterfront Warehouse.
Automobile storage. Warehousing on unit basis for spot stocks. Storage
"In transit". Pool car distribution, Customs Bonded.
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Cooler, Freezer and General Merchandise Storage
Deep Water Dock, Private Siding
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Member of May. W.A. Wis. W.A.

WAUSAU, WIS.

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TRUCKING — MOVING — STORAGE
POOL CAR DISTRIBUTION

groups are now paying the same port charges. In other words, foreign and intercoastal companies must now pay the same rate as the inland water group.

The new rate was put into effect by the Harbour Commission to offset losses from withdrawal of ferry services due to use of the new trans-bay and trans-Golden Gate bridges, and losses due to curtailment of shipping in and out of this port.

The Commission made the offer to the foreign and intercoastal shipping groups to reduce the pier rentals again if they could offer some other means of augmenting declining harbour revenues. A number of round table conferences have been held with steamship company groups, the San Francisco Chamber of Commerce and the State Board of Harbour Commissioners to study the situation and perhaps devise some means of offsetting the port's losses in another way. It was admitted that Commissioner Maria's decision to increase the pier rental rates was legitimate, in view of the circumstances, but it was hoped some other means of raising additional revenue might be found.

From some sources, it was complained that higher pier rental rates would "drive business away from San Francisco." Harbour Commission officials point out, however, that the increase is paid by the shipping companies, not the shippers, and amounts to only a few cents a ton on cargo handled.—Gidlow.

250-Ton West Coast
Limit Hearings Start

Hearings started in Sacramento July 8 were still going on as this was written, on the proposed cancellation by intercoastal shipping lines of through-rates on Westbound traffic to Sacramento and other smaller coast ports. The ports (including Stockton, Sacramento, Richmond, in California, and Bellingham, Van-

couver and Longview in Washington) objected to the cancellation of the through-rates, and also to the move to establish a tonnage limitation of a minimum of 250 tons, set as the smallest cargo for which vessels will stop at the ports listed. Claiming that these restrictions would harm the ports, investigation was asked, and the hearing opened in Sacramento before Examiner John Eisenheit of the Maritime Commission.

The Intercoastal Lines, through their attorney, M. G. De Quevedo, introduced no testimony to support cancellation of their through-rates, relying on a previous decision of the Maritime Commission and a Federal District Court that a steamship company had a right to serve any port it pleases and likewise to abandon service at any time. The steamship companies are taking the position that they cannot be compelled to maintain through-rates into Sacramento and other outports if they do not choose to do so, or if it is not profitable. To date, in connection with the 250-ton minimum, 6 traffic officials of various lines have testified that this is the smallest amount of cargo for which a direct call can economically be made. Hearings are continuing.—Gidlow.

9% Increase in Loadings Expected in Third Quarter

Freight car loadings in the third quarter of 1940 are expected to be about 9 per cent above actual loadings in the same quarter in 1939, according to estimates just compiled by the 13 Shippers' Advisory Boards.

On the basis of those estimates, freight car loadings of the 29 principal commodities will be 6,173,298 cars, compared with 5,663,517 actual car loadings for the same commodities in the third quarter of 1939.

Of the 13 Shippers' Advisory Boards, all estimate an increase in carloadings for the third quarter of 1940, except the Pacific Northwest, Southwest and Trans-Missouri-Kansas Boards, which estimate decreases.

Among the commodities showing the greatest increases are the following:

Agricultural implements and vehicles other than automobiles, 36.9 per cent; iron and steel, 28.8 per cent; automobiles, motor trucks and parts, 24.5 per cent; citrus fruits, 23.9 per cent; ore and concentrates, 22.5 per cent; machinery and boilers, 16 per cent; paper, paperboard and prepared roofing, 15.7 per cent; fresh fruits other than citrus fruits, 10.1 per cent; lime and plaster, 9.7 per cent; coal and coke, 8.2 per cent; and chemicals and explosives, 7 per cent.

The six commodities for which reductions are estimated, are grain, 3.5 per cent; cotton, 4.2 per cent; cotton seed and products, except oil, 12.3 per cent; fresh vegetables other than potatoes, 1.2 per cent; salt, 1.6 per cent; and sugar, syrup and molasses, 5.1 per cent.

A comprehensive bulletin just prepared by Dravo Corporation tells an informative story regarding the use, design and construction of welded steel barges. The treatment is both narrative and explanatory, and 84 photographs illustrate the text. Twenty types of barges, covering both harbor service and river transportation, as well as a number of river towboats, derrick boats, dump scows and ferry flats are described.

The booklet begins with a review of Dravo facilities and there are photos of the Pittsburgh and Wilmington shipyards. A section on barge design features towing efficiency which results from scientifically engineered and pre-tested hull and rake-end designs. Results of some of the model basin tank tests involving various rake-end shapes which Dravo Corp. has sponsored, also are shown.

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Next discussed are the structural details which give ruggedness and damage-resisting strength to welded steel barges. How the rounded corners and headlog are reinforced and given ability to "take it" in the hardest service; serrated; patented Dravo skegs to prevent yawing of barges that are towed astern; rolling hatch covers for weather-proof cargo transport—these and other details are described for the information of barge users.

The fabrication and assembly of welded hulls is reviewed in some detail. The arrangement of facilities is a unique adaptation of the line-assembly method of production so characteristic of the manufacture of consumer goods. Many of the Dravo positioning devices and welding routines are here illustrated.

Requests for the bulletin (No. 213) should be addressed to the Dravo Corporation, 4600 Neville Island, Pittsburgh, Pa.

Hoist It!

(Concluded from page 44)



Fig. 5—
(Courtesy, Shaw Box Crane & Hoist Co.)

for a particular installation, and the load is definitely determined, the hoist should be purchased to fit that operation, and the smaller the hoist, the lower the cost of installation and the cost of operation.

There is no need to have a one-ton hoist suspended from the rail, if only half-ton loads are to be handled.

The frequent use of hoists will reduce accident hazards and lifting accidents. It is a simple thing to have the employees strain themselves by overlifting if the proper mechanical equipment is not provided for their use.

Hoists are cheap, and because they can be obtained in various capacities, there is no reason why more of them should not be in use.

Illustration 5 shows a small half-ton hoist, while Illustration 4 shows a 5-ton hoist. In each case the operation is being performed by one man because the heavy lift is being handled by the hoist.

The traffic group of the National Retail Dry Goods Assn. has published a "Manual on Merchandise Transportation," designed to aid stores in controlling and reducing transportation costs, and reducing the time shipments are in transit.

Factories on the Move

(Concluded from page 28)

U. S. Spring & Bumper Co., 4951 Magnolia Ave., Los Angeles, has inaugurated a \$75,000 enlargement program. New work includes additional spur track and loading docks, a new 40-in. hydraulic press exerting a pressure of 600,000 lbs., and other new equipment. New buildings will add 24,000 sq. ft. of floor area, with capacity for 100 new employees. Upon completion of the program, the plant will have a capacity of 1,000 more bumpers per day than at present. The firm's automobile bumpers have been adopted as standard equipment by all motorcar manufacturers having West Coast assembly facilities. The firm also manufactures farm tools, metal highway guards, spring cycles and metal highway dividers.—Herr.

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